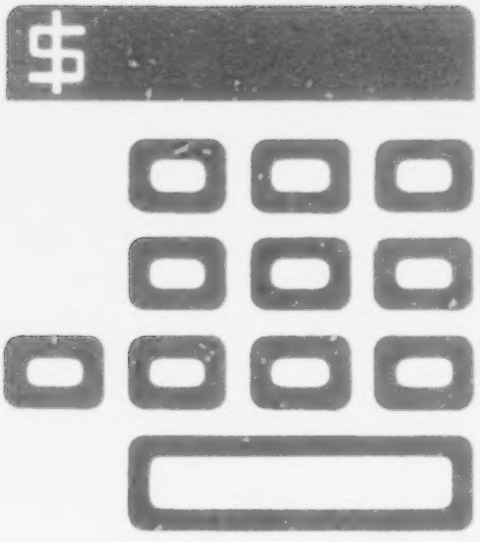
RC 87-A-9

1987 Census of Retail Trade

RC87-A-9

GEOGRAPHIC AREA SERIES

District of Columbia



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The overall planning and review of the census operations were performed by the staff of the Office of the Assistant Director for Economic and Agriculture Censuses.

This report was prepared in the Business Division. **Bobby E. Russell**, Assistant Division Chief for Census Programs, was responsible for the overall planning, management, and coordination of the census of retail trade. Planning and implementation were under the direction of **Mark E. Wallace**, Chief, Retail Census Branch, with primary staff assistance by **Anne M. Sigda**, **M. Yvonne Wade**, **Charles F. Brady**, **Pamela J. Palmer**, and **Thomas G. Dassel**.

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If you have any questions concerning the statistics in this report, call (301) 763-7038.

1987
Census of Retail Trade

RC87-A-9

GEOGRAPHIC AREA SERIES

District of Columbia

Issued August 1989

U.S. Department of Commerce
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Michael R. Darby, Under Secretary
for Economic Affairs

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INTRODUCTION

PURPOSE AND USES OF THE ECONOMIC CENSUSES

The economic censuses are the major source of facts about the structure and functioning of the Nation's economy. They provide essential information for government, business, industry, and the general public.

Economic censuses furnish an important part of the framework for such composite measures as the gross national product, input-output measures, production and price indexes, and other statistical series that measure short-term changes in economic conditions.

Policy-making agencies of the Federal Government use the data, especially in monitoring economic activity and providing assistance to business.

State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.

Trade associations study trends in their own and competing industries, and keep their members informed of market changes.

Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.

AUTHORITY AND SCOPE

Title 13 of the United States Code (sections 131, 191, and 224) directs the Census Bureau to take the economic censuses every 5 years, covering years ending in 2 and 7. The 1987 Economic Censuses consist of the—

Census of Retail Trade
Census of Wholesale Trade
Census of Service Industries
Census of Transportation
Census of Manufactures
Census of Mineral Industries
Census of Construction Industries

Special programs also cover enterprise statistics and minority-owned and women-owned businesses. (The 1987 Census of Agriculture and 1987 Census of Governments are conducted separately.) The next economic censuses are scheduled to be taken in 1993 covering the year 1992.

AVAILABILITY OF THE DATA

The results of each of the economic censuses are available in printed reports, for sale by the U.S. Government Printing Office, and on microfiche, computer tape, compact discs with read-only memory, and flexible diskettes, for sale by the Census Bureau. Order forms for all types of products are available on request from Customer Services, Census Bureau, Washington, DC 20233. A more complete description of publications being issued from this census is on the inside back cover of this document.

Census facts are also widely disseminated by trade associations, business journals, and newspapers. Volumes containing census statistics are available in most major public and college libraries. Finally, State Data Centers in every State and Business and Industry Data Centers in many States also supply economic census statistics.

WHAT'S NEW IN 1987

Several changes have taken place for the 1987 censuses. Data will be reported on the basis of the newly revised Standard Industrial Classification (SIC) system with selected reports including "bridge tables," linking the old and new classification systems. A new set of metropolitan areas has been adopted, and more detailed information will be available for businesses with no paid employees. For additional information on these changes, review the subsequent text.

HISTORICAL INFORMATION

The economic censuses have been taken together as an integrated program at 5-year intervals since 1967, and before that for 1963, 1958, and 1954. Prior to that time, the individual censuses were taken separately at varying intervals.

The economic censuses trace their beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for 1840 and subsequent censuses to include mining and some commercial

activities. In 1902, Congress established a permanent Census Bureau and directed that a census of manufactures be taken every 5 years. The 1905 manufactures census was the first time a census was taken apart from the regular every-10-year population census.

The first census of business was taken in 1930, covering 1929. Initially it covered retail and wholesale trade, and construction industries, but it was broadened in 1933 to include some of the service trades.

The 1954 economic censuses were the first to be fully integrated—providing comparable census data across economic sectors, using consistent time periods, concepts, definitions, classifications, and reporting units. These were the first censuses to be taken by mail, using lists of firms provided by the administrative records of other federal agencies. Since 1963, administrative records have also been used to provide basic statistics as well for very small firms, reducing or eliminating the need to send them census questionnaires. The Enterprise Statistics Program, which publishes combined data from the economic censuses, was made possible with the implementation of the integrated census program in 1954.

The range of industries covered in the economic censuses has continued to expand. The Census of Construction Industries began on a regular basis in 1967, and the scope of service industries was broadened in 1967, 1977, and 1987. The Census of Transportation began in 1963 as a set of surveys covering travel, transportation of commodities, and trucks. New for 1987 are publications reporting on business establishments engaged in several transportation industries, paralleling the data on establishments in other sectors. This is part of a gradual expansion in coverage of industries previously subjected to government regulation. The Survey of Minority-Owned Business Enterprises was first conducted as a special project in 1969 and was incorporated into the economic censuses in 1972 along with the Survey of Women-Owned Businesses.

Economic censuses have also been taken in Puerto Rico since 1909, in the Virgin Islands and Guam since 1958, and in the Northern Mariana Islands since 1982.

Statistical reports from the 1982 and earlier censuses provide historical figures for the study of long-term time series, and are available in some large libraries. All of the census data published since 1967 are still available for sale on microfiche from the Census Bureau.

AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

While the censuses provide complete enumerations every 5 years, there are many needs for more frequent data as well. The Census Bureau conducts a number of monthly, quarterly, and annual surveys, the results of which appear in publication series such as *Current Business Reports* (retail and wholesale trade and service industries), the *Annual Survey of Manufactures*, *Current Industrial Reports*, and the *Quarterly Financial Report*. Most of these surveys, while providing more frequent observations, yield less kind-of-business and geographic detail than the censuses. The *County Business Patterns* program offers annual statistics on the number of establishments, employment, and payroll classified by industry within each county.

SOURCES FOR MORE INFORMATION

More information about the scope, coverage, classification system, data items, and publications for each of the economic censuses and related surveys is published in the *Guide to the 1987 Economic Censuses and Related Statistics*. More information on the methodology, procedures, and history of the censuses will be published in the *History of the 1987 Economic Censuses*. Contact Customer Services for information on availability.

CENSUS OF RETAIL TRADE

The 1987 Census of Retail Trade, part of the 1987 Economic Censuses, covered retail trade as defined in the Standard Industrial Classification (SIC) Manual.[1] It included all establishments primarily engaged in selling merchandise for personal or household consumption and rendering services incidental to the sale of the goods. The census excluded governmental organizations classified in the covered industries except for liquor stores operated by State and local governments. Data for direct sellers (SIC 5963) with no paid employees and post exchanges, ship stores, and similar establishments operated on military posts by agencies of the Federal Government are not included. The basic tabulations in this report do not include data for establishments which are auxiliary (primary function is providing a service, such as warehouses) to retail establishments within the same organization. Data for auxiliaries are presented in a subsequent report issued as part of the 1987 Enterprise Statistics reports.

For the 1987 Census of Retail Trade, large- and medium-size firms, plus all firms known to operate more than one establishment, were sent questionnaires to be completed and returned to the Census Bureau by mail. For most very small firms, including those with no paid employees, data from existing administrative records of other Federal agencies were used instead. These records provided basic information on location, kind of business, sales, payroll, number of employees, and legal form of organization. In addition, more detailed information for selected kinds of business was obtained on the various questionnaires.

Appendix A gives a more detailed explanation of census coverage and methodology.

CENSUS DISCLOSURE RULES

In accordance with Federal law governing census reports, no data are published that would disclose the operations of an individual establishment or business. However, the

[1]Standard Industrial Classification Manual: 1987. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

number of establishments in a kind-of-business classification is not considered a disclosure, so this information may be released even though other information is withheld.

GEOGRAPHIC AREAS COVERED

This report series presents data for the following areas:

1. The United States as a whole.
2. Each State and the District of Columbia.
3. Each consolidated metropolitan statistical area (CMSA) and primary metropolitan statistical area (PMSA) defined by the Office of Management and Budget as of June 30, 1987. A CMSA is an area used to facilitate the presentation and analysis of data for large concentrations of metropolitan populations. It includes two or more contiguous PMSA's which have a population of at least 1,000,000[2] and which meet specific criteria of urban character and of social and economic integration.
4. Each metropolitan statistical area (MSA) defined by the Office of Management and Budget as of June 30, 1987. An MSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants.[2] Each MSA consists of one or more counties meeting standards of metropolitan character; in New England, cities and towns rather than counties are the component geographic units.
5. The area within the State outside metropolitan statistical areas.
6. Each county or county equivalent.[3 4]
7. Each municipality of 2,500 inhabitants or more incorporated as a city, borough, village, or town.[2 3] For the economic censuses, census areas and boroughs in Alaska, boroughs in New York, and towns in New York and Wisconsin are not included in this category.
8. Special economic urban areas (SEUA's), which include townships in New Jersey and Pennsylvania and towns in New England with 10,000 inhabitants or more.[2]

DOLLAR VALUES

All dollar values presented in this report are expressed in current dollars, i.e., 1987 data are expressed in 1987 dollars and 1982 data in 1982 dollars. Consequently, when making comparisons to prior years, users of the data should consider the inflation that has occurred.

[2]According to 1980 Census of Population or subsequent special census.

[3]Those defined as of January 1, 1987.

[4]See appendix F for Alaska, Louisiana, Maryland, Missouri, Montana, Nevada, Virginia, and District of Columbia county equivalents.

RELIABILITY OF DATA

All data compiled in this report originated from either census questionnaires or administrative records of other Federal agencies and, therefore, are not subject to sampling errors. However, the data are subject to nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, and estimation for missing or misreported data.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data; however, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors.

The Bureau of the Census obtains on computer tape limited information extracted from administrative records of other Federal agencies. This information is used in conjunction with other information available to the Census Bureau to develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication. For an indication of the extent that data included in these reports were obtained from the administrative records of other Federal agencies and from estimation, rather than reports directly from respondents, see appendix E. Also, see appendix A for a more detailed explanation of census coverage and methodology.

SPECIAL TABULATIONS

Special tabulations of data collected in the 1987 Census of Retail Trade may be obtained, depending on availability of time and personnel, on diskette, computer tape, or in tabular form. The data will be in summary form and subject to the same rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies) as are the regular publications.

Special tabulations are prepared on a cost basis. A request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to the Chief, Business Division, Bureau of the Census, Washington, DC 20233.

To discuss a special tabulation before submitting specifications, call 301-763-5282.

ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used in this publication:

- Represents zero.

(D)	Withheld to avoid disclosing data for individual companies; data are included in broader kind-of-business totals.
(IC)	Independent city.
(NA)	Not available.
(NC)	Not comparable.
(X)	Not applicable.

CMSA	Consolidated Metropolitan Statistical Area.
MSA	Metropolitan Statistical Area.
n.e.c.	Not elsewhere classified.
PMSA	Primary Metropolitan Statistical Area.
pt.	Part.
r	Revised.
SIC	Standard Industrial Classification.

Users' Guide for Locating Statistics in This Report by Table Number

Information shown in tables	Table										
	1	2	3	4	5	6	7	8	9	10	11
GEOGRAPHIC AREAS											
The District	X	X	X	X							
MSA's in the District								X			
DATA ITEMS[1]											
Establishments	X		[2]X	[2]X				X			
Sales	X		[2]X	[2]X				X			
Annual payroll	X		[2]X	[2]X				X			
First quarter payroll	X			[2]X				X			
Paid employees for pay period including March 12, 1987	X		[2]X	[2]X				X			
Unincorporated businesses	X							X			
Sales per establishment		X									
Sales per employee		X									
Payroll per employee		X									
Employees per establishment		X									
1982 to 1987 comparative statistics (establishments, sales, payroll, employees)			[2]X								
Summary statistics for industries having an SIC change between 1972 and 1987				[2]X							

[1]See Explanation of Terms, appendix A.
[2]Based on 1972 Standard Industrial Classification.

Users' Guide for Locating Statistics in the 1987 Census of Retail Trade Reports

Report and geographic area	Information shown in reports by kind of business or industry category										
	Number of establishments	Sales ($1,000)	Payroll ($1,000)	Number of employees	Selected ratios and rankings	Merchandise line sales	Sales size and employment size of establishments and firms	Concentration ratios of largest firms	Single units and multiunits	Legal form of organization	Selected topics
GEOGRAPHIC AREA SERIES											
United States	X	X	X	X	X						
State	X	X	X	X	X						
CMSA, PMSA, MSA	X	X	X	X							
County	X	X	X	X	X						
Place	X	X	X	X	X						
NONEMPLOYER STATISTICS SERIES											
United States	[1]X	[1]X									
State	X	X									
CMSA, PMSA, MSA	X	X									
County	X	X									
Place	X	X									
ESTABLISHMENT AND FIRM SIZE (INCLUDING LEGAL FORM OF ORGANIZATION)											
United States	X	X	X	X			X	X	X	X	
MEASURES OF VALUE PRODUCED, CAPITAL EXPENDITURES, DEPRECIABLE ASSETS, AND OPERATING EXPENSES											
United States		X	X							X	[2]X
MERCHANDISE LINE SALES											
United States	X	X				X					
State	[3]X	[3]X				[3]X					
CMSA, PMSA, MSA	[3]X	[3]X				[3]X					
MISCELLANEOUS SUBJECTS											
United States	X	X	X	X							[4]X
State	X	X	X	X							[5]X
CMSA, PMSA, MSA	X	X	X	X							[6]X
ZIP CODES											
United States	[5]X	[5]X									
State	[5]X	[5]X	[5]X	[5]X							
SPECIAL REPORT SERIES—SELECTED STATISTICS											
United States	[1]X	[1]X	X	X	X		[6]X				[1 7]X
State	[8]X	[8]X	X	X	X						[7 8]X
CMSA, MSA	[8]X	[8]X	X	X	X						[8 9]X

[1]Includes data for all establishments, establishments with payroll, and establishments without payroll, by kind of business.

[2]Includes value produced, capital expenditures, depreciable assets, and selected operating expenses detail.

[3]Data available in printed form only for the United States. Data for other areas are available only on microfiche and computerized media.

[4]For United States, States, and MSA's, includes data on number of gasoline pumps and gallon sales of gasoline and other automotive fuels as well as establishments offering self-service sale of gasoline; on seating capacity and average cost per meal; and on the number of pharmacists, number of prescriptions filled, and percent of prescriptions paid for by third parties. For United States and States only, includes data on number of automotive service bays, number of automotive mechanics, types of food services, franchise holders, concession operators, contract feeding and automatic merchandising machine operators; and on the gallon sales of fuels, LP gas bulk storage capacity, and number of establishments selling bottled LP gas.

[5]Data available on public-use computer tapes and CD-ROM only.

[6]Data available by sales size of establishments without payroll only.

[7]Includes percent of retail sales in MSA's, in non-MSA areas, in central cities, and outside central cities within MSA's.

[8]Includes data for all establishments and establishments with payroll.

[9]Includes percent of retail sales inside and outside central cities within each individual MSA.

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District of Columbia

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Publication Program ..... Inside back cover

-- Not applicable for this report.

SUMMARY OF FINDINGS

Data from the 1987 Census of Retail Trade show that the District of Columbia's 3,681 retail stores with payroll had sales totaling $3.4 billion. In 1982, 3,550 stores had sales of $2.6 billion.

For establishments with payroll in 1987, sales of grocery stores accounted for 15.5 percent of the State's total sales by retailers compared to 17.0 percent in 1982. Other leading retail kinds of business in 1987 were restaurants and lunchrooms with 12.3 percent of sales, department stores (including leased departments) with 8.3 percent, refreshment places with 5.6 percent, and liquor stores with 5.2 percent.

For 1987, sales for establishments with payroll in the State averaged $930 thousand per establishment, compared to $736 thousand in 1982. In 1987, department stores (including leased departments) averaged $28.5 million per establishment; new car dealers, $11.1 million; lumber and other building materials dealers, $3.3 million; direct selling establishments, $2.0 million; and variety stores, $1.8 million.

For retail establishments with payroll, 1987 sales per employee averaged $63 thousand. Used car dealers had sales per employee of $264 thousand, which contrasts sharply with the $25 thousand per employee average for refreshment places.

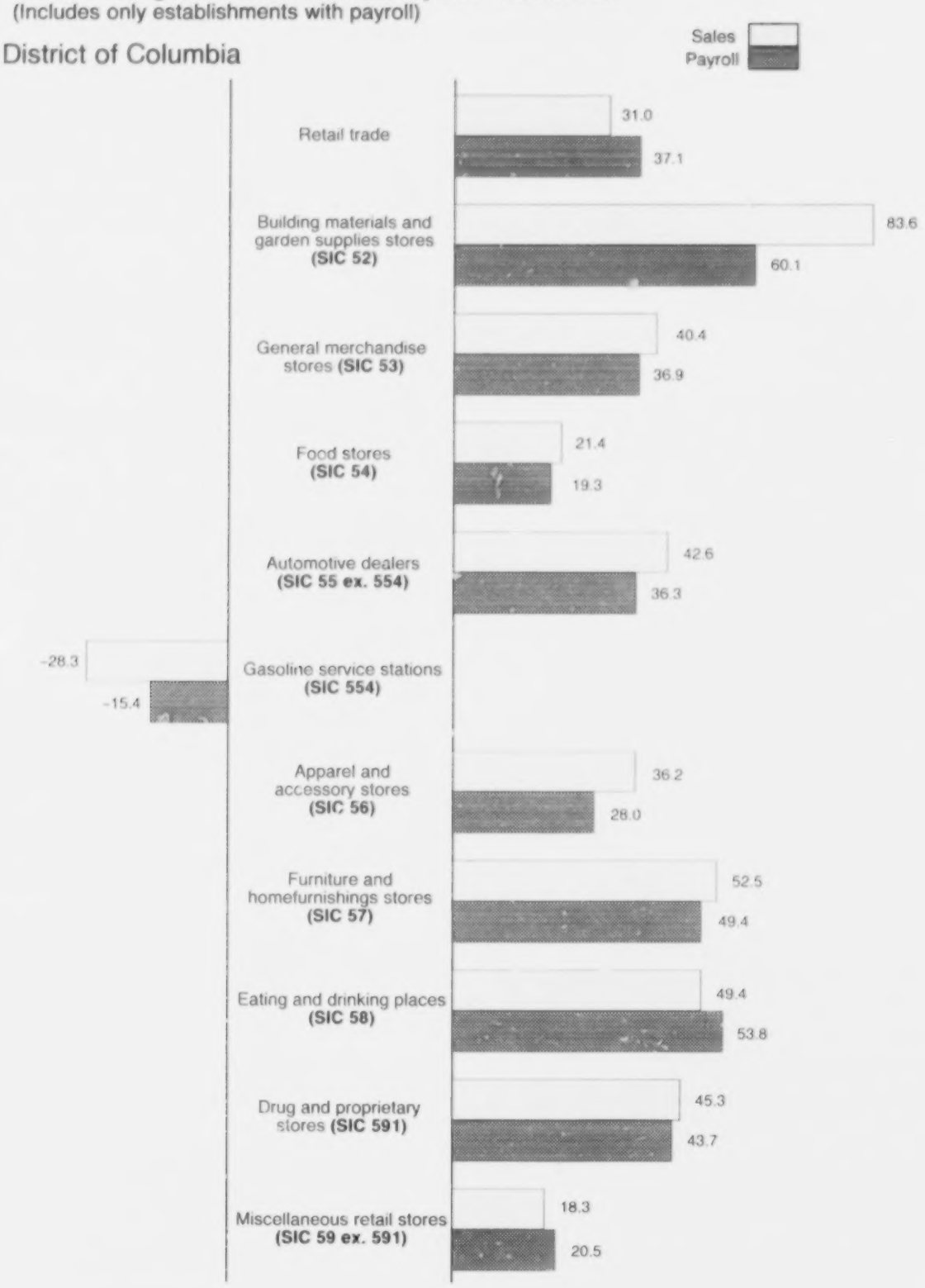
The 1987 payroll of retailers in the State amounted to $575 million, compared to $420 million for 1982. Payroll as a percent of sales of establishments with payroll averaged 16.8 percent for all retailers, 33.0 percent for cafeterias, and 6.6 percent for gasoline service stations.

There were 54,549 paid employees (full- and part-time) engaged in retail trade in the State as of mid-March 1987, compared to 44,810 employees in 1982. Restaurants and lunchrooms were the largest employers with 14,019 employees; followed by refreshment places, 7,497 employees; and grocery stores, 4,174.

Figure 1. **District Map**

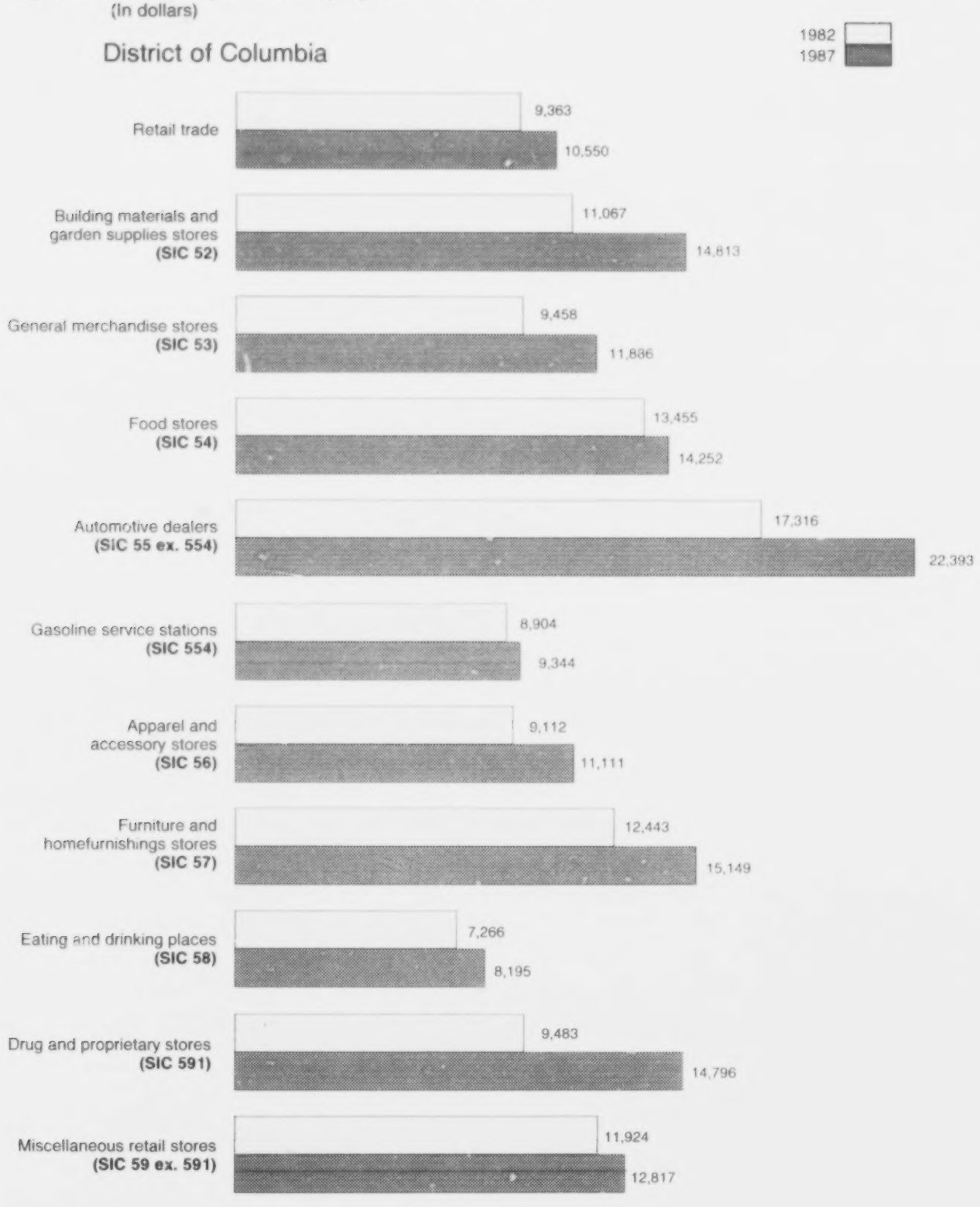
DISTRICT OF COLUMBIA - Metropolitan Statistical Area, Counties, Independent Cities, and Other Selected Places

Figure 2. **Percent Change in Sales and Annual Payroll : 1982 to 1987**
(Includes only establishments with payroll)



Note: Data are based on 1972 Standard Industrial Classification.

Figure 3. **Annual Payroll Per Employee: 1987 and 1982**
(In dollars)



Note: Data are based on 1972 Standard Industrial Classification.

Table 1. Summary Statistics for the District: 1987

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A.]

1987 SIC code	Kind of business	Establishments (number)	Sales ($1,000)	Annual payroll ($1,000)	First quarter payroll ($1,000)	Paid employees for pay period including March 12 (number)	Unincorporated businesses	
							Individual proprietorships (number)	Partnerships (number)
	Retail trade	**3 681**	**3 422 972**	**575 357**	**134 993**	**54 549**	**488**	136
52	**Building materials and garden supplies stores**	**43**	**70 361**	**8 947**	**2 125**	**604**	5	1
521, 3	Building materials and supply stores	24	55 371	6 375	1 565	436	3	–
521	Lumber and other building materials dealers	16	52 334	5 878	1 432	395	1	–
523	Paint, glass, and wallpaper stores	8	3 037	497	133	41	2	–
525	Hardware stores	17	(D)	(D)	(D)	(D)	2	1
526	Retail nurseries, lawn and garden supply stores	2	(D)	(D)	(D)	(D)	–	–
527	Mobile home dealers	–	–	–	–	–	–	–
53	**General merchandise stores**	**34**	**314 486**	**43 527**	**10 154**	**3 662**	3	–
531	Department stores (incl. leased depts.)[1,2]	10	284 825	(NA)	(NA)	(NA)	–	–
531	Department stores (excl. leased depts.)[1]	10	272 180	38 773	9 297	3 282	–	–
531 pt.	Conventional[1]	7	(D)	(D)	(D)	(D)	–	–
531 pt.	Discount or mass merchandising[1]	1	(D)	(D)	(D)	(D)	–	–
531 pt.	National chain[1]	2	(D)	(D)	(D)	(D)	–	–
533	Variety stores	10	18 242	2 792	391	168	2	–
539	Miscellaneous general merchandise stores	14	24 064	1 962	466	212	1	–
54	**Food stores**	**415**	**590 694**	**71 244**	**16 427**	**4 999**	**119**	14
541	Grocery stores	296	532 189	63 857	14 881	4 174	95	8
542	Meat and fish (seafood) markets	37	32 604	3 000	661	272	9	3
546	Retail bakeries	42	10 646	2 642	511	363	8	2
546 pt.	Retail bakeries – baking and selling	35	8 873	2 360	452	296	6	2
546 pt.	Retail bakeries – selling only	7	1 773	282	59	67	2	–
543, 4, 5, 9	Other food stores	40	15 255	1 745	374	190	7	1
543	Fruit and vegetable markets	5	7 817	562	131	52	2	–
544	Candy, nut, and confectionery stores	19	3 310	595	127	74	1	–
545	Dairy products stores	5	1 445	191	44	18	1	–
549	Miscellaneous food stores	11	2 683	397	72	46	3	1
55 ex. 554	**Automotive dealers**	**66**	**174 422**	**21 475**	**4 964**	**959**	7	2
551	New and used car dealers	12	133 220	16 141	3 748	620	1	–
552	Used car dealers	14	10 018	681	150	38	1	–
553	Auto and home supply stores	36	27 532	4 036	949	265	5	2
553 pt.	Tire, battery, and accessory dealers	35	(D)	(D)	(D)	(D)	5	2
553 pt.	Other auto and home supply stores	1	(D)	(D)	(D)	(D)	–	–
555, 6, 7, 9	Miscellaneous automotive dealers	4	3 652	617	117	36	–	–
555	Boat dealers	1	(D)	(D)	(D)	(D)	–	–
556	Recreational vehicle dealers	–	–	–	–	–	–	–
557	Motorcycle dealers	3	(D)	(D)	(D)	(D)	–	–
559	Automotive dealers, n.e.c.	–	–	–	–	–	–	–
554	**Gasoline service stations**	**115**	**129 050**	**8 568**	**2 040**	**917**	43	14
56	**Apparel and accessory stores**	**466**	**326 430**	**42 357**	**9 819**	**3 812**	36	9
561	Men's and boys' clothing stores	56	68 079	9 066	2 089	617	4	2
562, 3	Women's clothing and specialty stores	191	134 591	16 694	3 846	1 655	13	3
562	Women's clothing stores	154	112 260	13 604	3 127	1 433	10	2
563	Women's accessory and specialty stores	37	22 331	3 090	719	222	3	1
565	Family clothing stores	51	57 886	7 288	1 674	680	4	1
566	Shoe stores	111	48 837	6 597	1 584	636	5	1
566 pt.	Men's shoe stores	18	(D)	(D)	(D)	(D)	1	–
566 pt.	Women's shoe stores	35	13 224	1 908	440	178	1	–
566 pt.	Children's and juveniles' shoe stores	3	(D)	(D)	(D)	(D)	–	1
566 pt.	Family shoe stores	55	28 245	3 643	881	380	3	–
564, 9	Other apparel and accessory stores	57	17 037	2 712	626	224	10	2
564	Children's and infants' wear stores	15	4 383	588	137	64	3	–
569	Miscellaneous apparel and accessory stores	42	12 654	2 124	489	160	7	2
57	**Furniture and homefurnishings stores**	**211**	**197 135**	**27 617**	**6 274**	**1 823**	11	3
5712	Furniture stores	48	54 001	8 686	1 911	471	2	2
5713, 4, 9	Homefurnishings stores	73	46 502	7 967	1 714	567	3	1
5713	Floor covering stores	15	10 693	1 795	410	93	1	–
5714	Drapery and upholstery stores	7	1 931	176	52	19	1	–
5719	Miscellaneous homefurnishings stores	51	33 878	5 936	1 252	455	1	1
572	Household appliance stores	13	20 137	3 151	698	134	2	–
573	Radio, television, computer, and music stores	77	76 495	7 813	1 951	651	4	–
5731	Radio, television, and electronics stores	31	34 252	3 371	858	258	1	–
5734	Computer and software stores	15	10 356	926	236	64	–	–
5735	Record and prerecorded tape stores	25	30 335	3 319	806	308	2	–
5736	Musical instrument stores	6	1 552	197	51	21	1	–

See footnotes at end of table.

Table 1. **Summary Statistics for the District: 1987**—Con.

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Kind of business	Establishments (number)	Sales ($1,000)	Annual payroll ($1,000)	First quarter payroll ($1,000)	Paid employees for pay period including March 12 (number)	Unincorporated businesses	
							Individual proprietorships (number)	Partnerships (number)
58	**Eating and drinking places**	**1 295**	**836 691**	**240 882**	**56 237**	**29 393**	**157**	**51**
5812	Eating places	1 221	789 266	227 057	52 953	27 646	149	50
5812 pt.	Restaurants and lunchrooms	552	421 471	127 471	30 041	14 019	66	25
5812 pt.	Cafeterias	45	20 029	6 613	1 534	654	5	2
5812 pt.	Refreshment places	396	190 868	44 422	10 057	7 497	71	21
5812 pt.	Other eating places	228	156 898	48 551	11 321	5 476	7	2
5813	Drinking places	74	47 425	13 825	3 284	1 747	8	1
591	**Drug and proprietary stores**	**146**	**185 552**	**25 568**	**5 893**	**1 728**	**4**	**1**
591 pt.	Drug stores	134	176 331	24 502	5 637	1 637	3	1
591 pt.	Proprietary stores	12	9 221	1 066	256	91	1	–
59 ex. 591	**Miscellaneous retail stores**	**890**	**598 151**	**85 172**	**21 059**	**6 652**	**103**	**41**
592	Liquor stores	232	179 539	19 941	4 818	1 472	25	21
593	Used merchandise stores	48	18 490	3 438	777	244	10	–
594	Miscellaneous shopping goods stores	321	179 072	25 874	6 302	2 236	35	10
5941	Sporting goods stores and bicycle shops	18	16 701	2 143	519	216	1	–
5941 pt.	General line sporting goods stores	7	10 267	1 040	227	101	–	–
5941 pt.	Specialty line sporting goods stores	11	6 434	1 103	292	115	1	–
5942	Book stores	73	48 799	6 265	1 458	750	3	2
5943	Stationery stores	14	4 737	704	182	73	–	–
5944	Jewelry stores	77	46 204	7 622	1 741	447	7	3
5945	Hobby, toy, and game shops	11	5 484	804	190	107	4	1
5946	Camera and photographic supply stores	23	24 465	3 250	951	155	–	–
5947	Gift, novelty, and souvenir shops	80	26 245	3 999	982	370	17	3
5948	Luggage and leather goods stores	14	4 164	704	195	76	–	1
5949	Sewing, needlework, and piece goods stores	11	2 274	383	84	42	3	–
596	Nonstore retailers	49	70 546	9 312	2 689	1 174	2	1
5961	Catalog and mail-order houses	18	18 405	1 886	456	124	2	–
5962	Merchandising machine operators	8	5 611	639	173	54	–	–
5963	Direct selling establishments	23	46 530	6 787	2 060	996	–	1
598	Fuel dealers	10	44 222	4 623	1 269	212	1	–
5983	Fuel oil dealers	9	(D)	(D)	(D)	(D)	1	–
5984	Liquefied petroleum gas (bottled gas) dealers	–	–	–	–	–	–	–
5989	Fuel dealers, n.e.c.	1	(D)	(D)	(D)	(D)	–	–
5992	Florists	54	26 369	5 965	1 282	405	5	2
5993	Tobacco stores and stands	8	3 430	528	130	43	–	–
5994	News dealers and newsstands	17	5 205	752	154	51	2	–
5995	Optical goods stores	44	13 211	3 636	835	191	1	2
5999	Miscellaneous retail stores, n.e.c.	107	58 067	11 103	2 803	624	22	5
5999 pt.	Pet shops	6	(D)	(D)	(D)	(D)	1	1
5999 pt.	Typewriter stores	1	(D)	(D)	(D)	(D)	–	–
5999 pt.	Other miscellaneous retail stores, n.e.c.	100	(D)	(D)	(D)	(D)	21	4

[1]Includes sales from catalog order desks.
[2]Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

Table 2. Selected Ratios for the District: 1987

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Kind of business	Sales		Annual payroll per employee[1] (dollars)	Employees per establishment[1] (number)
		Per establishment (dollars)	Per employee[1] (dollars)		
	Retail trade	**929 903**	**62 750**	**10 548**	**15**
52	**Building materials and garden supplies stores**	**1 636 302**	**116 492**	**14 813**	**14**
521, 3	Building materials and supply stores	2 307 125	126 998	14 622	18
521	Lumber and other building materials dealers	3 270 875	132 491	14 881	25
523	Paint, glass, and wallpaper stores	379 625	74 073	12 122	5
525	Hardware stores	(D)	(D)	(D)	(D)
526	Retail nurseries, lawn and garden supply stores	(D)	(D)	(D)	(D)
527	Mobile home dealers	-	-	-	-
53	**General merchandise stores**	**9 249 588**	**85 878**	**11 886**	**108**
531	Department stores (incl. leased depts.)[2, 3]	28 482 500	(NA)	(NA)	(NA)
531	Department stores (excl. leased depts.)[2]	27 218 000	82 931	11 814	328
531 pt.	Conventional[2]	(D)	(D)	(D)	(D)
531 pt.	Discount or mass merchandising[2]	(D)	(D)	(D)	(D)
531 pt.	National chain[2]	(D)	(D)	(D)	(D)
533	Variety stores	1 824 200	108 583	16 619	17
539	Miscellaneous general merchandise stores	1 718 857	113 509	9 255	15
54	**Food stores**	**1 423 359**	**118 162**	**14 252**	**12**
541	Grocery stores	1 797 936	127 501	15 299	14
542	Meat and fish (seafood) markets	881 189	119 868	11 029	7
546	Retail bakeries	253 476	29 328	7 278	9
546 pt.	Retail bakeries – baking and selling	253 514	29 976	7 973	8
546 pt.	Retail bakeries – selling only	253 286	26 463	4 209	10
543, 4, 5, 9	Other food stores	381 375	80 289	9 184	5
543	Fruit and vegetable markets	1 563 400	150 327	10 808	10
544	Candy, nut, and confectionery stores	174 211	44 730	8 041	4
545	Dairy products stores	289 000	80 278	10 611	4
549	Miscellaneous food stores	243 909	58 326	8 630	4
55 ex. 554	**Automotive dealers**	**2 842 758**	**181 879**	**22 393**	**15**
551	New and used car dealers	11 101 667	214 871	26 034	52
552	Used car dealers	715 571	263 632	17 921	3
553	Auto and home supply stores	764 778	103 894	15 230	7
553 pt.	Tire, battery, and accessory dealers	(D)	(D)	(D)	(D)
553 pt.	Other auto and home supply stores	(D)	(D)	(D)	(D)
555, 6, 7, 9	Miscellaneous automotive dealers	913 000	101 444	17 139	9
555	Boat dealers	(D)	(D)	(D)	(D)
556	Recreational vehicle dealers	-	-	-	-
557	Motorcycle dealers	(D)	(D)	(D)	(D)
559	Automotive dealers, n.e.c.	-	-	-	-
554	**Gasoline service stations**	**1 122 174**	**140 731**	**9 344**	**8**
56	**Apparel and accessory stores**	**700 494**	**85 632**	**11 111**	**8**
561	Men's and boys' clothing stores	1 215 696	110 339	14 694	11
562, 3	Women's clothing and specialty stores	704 665	81 324	10 067	9
562	Women's clothing stores	728 961	78 339	9 493	9
563	Women's accessory and specialty stores	603 541	100 590	13 919	6
565	Family clothing stores	1 135 020	85 126	10 718	13
566	Shoe stores	439 973	76 788	10 373	6
566 pt.	Men's shoe stores	(D)	(D)	(D)	(D)
566 pt.	Women's shoe stores	377 829	74 292	10 719	5
566 pt.	Children's and juveniles' shoe stores	(D)	(D)	(D)	(D)
566 pt.	Family shoe stores	513 545	74 329	9 587	7
564, 9	Other apparel and accessory stores	298 895	76 058	12 107	4
564	Children's and infants' wear stores	292 200	68 484	9 188	4
569	Miscellaneous apparel and accessory stores	301 286	79 080	13 275	4
57	**Furniture and homefurnishings stores**	**934 289**	**108 138**	**15 149**	**9**
5712	Furniture stores	1 125 021	114 652	18 442	10
5713, 4, 9	Homefurnishings stores	637 014	82 014	14 051	8
5713	Floor covering stores	712 867	114 978	19 301	6
5714	Drapery and upholstery stores	275 857	101 632	9 263	3
5719	Miscellaneous homefurnishings stores	664 275	74 457	13 178	9
572	Household appliance stores	1 549 000	150 276	23 515	10
573	Radio, television, computer, and music stores	993 442	117 504	12 002	8
5731	Radio, television, and electronics stores	1 104 903	132 760	13 066	8
5734	Computer and software stores	690 400	161 813	14 469	4
5735	Record and prerecorded tape stores	1 213 400	98 490	10 776	12
5736	Musical instrument stores	258 667	73 905	9 381	4

See footnotes at end of table.

Table 2. **Selected Ratios for the District: 1987**—Con.

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Kind of business	Sales		Annual payroll per employee[1] (dollars)	Employees per establishment[1] (number)
		Per establishment (dollars)	Per employee[1] (dollars)		
58	**Eating and drinking places**	**646 093**	**28 466**	**8 195**	**23**
5812	Eating places	646 410	28 549	8 213	23
5812 pt.	Restaurants and lunchrooms	763 534	30 064	9 093	25
5812 pt.	Cafeterias	445 089	30 625	10 112	15
5812 pt.	Refreshment places	481 990	25 459	5 925	19
5812 pt.	Other eating places	688 149	28 652	8 866	24
5813	Drinking places	640 878	27 147	7 914	24
591	**Drug and proprietary stores**	**1 270 904**	**107 380**	**14 796**	**12**
591 pt.	Drug stores	1 315 903	107 716	14 968	12
591 pt.	Proprietary stores	768 417	101 330	11 714	8
59 ex. 591	**Miscellaneous retail stores**	**672 080**	**89 920**	**12 804**	**7**
592	Liquor stores	773 875	121 969	13 547	6
593	Used merchandise stores	385 208	75 779	14 090	5
594	Miscellaneous shopping goods stores	557 857	80 086	11 572	7
5941	Sporting goods stores and bicycle shops	927 833	77 319	9 921	12
5941 pt.	General line sporting goods stores	1 466 714	101 653	10 297	14
5941 pt.	Specialty line sporting goods stores	584 909	55 948	9 591	10
5942	Book stores	668 466	65 064	8 353	10
5943	Stationery stores	331 357	64 890	9 644	5
5944	Jewelry stores	600 352	103 365	17 051	6
5945	Hobby, toy, and game shops	498 545	51 252	7 514	10
5946	Camera and photographic supply stores	1 063 696	157 839	20 968	7
5947	Gift, novelty, and souvenir shops	328 063	70 932	10 808	5
5948	Luggage and leather goods stores	297 429	54 789	9 263	5
5949	Sewing, needlework, and piece goods stores	206 727	54 143	9 119	4
596	Nonstore retailers	1 439 714	60 090	7 932	24
5961	Catalog and mail-order houses	1 022 500	148 427	15 210	7
5962	Merchandising machine operators	701 375	103 907	11 833	7
5963	Direct selling establishments	2 023 043	46 717	6 814	43
598	Fuel dealers	4 422 200	208 594	21 807	21
5983	Fuel oil dealers	(D)	(D)	(D)	(D)
5984	Liquefied petroleum gas (bottled gas) dealers	–	–	–	–
5989	Fuel dealers, n.e.c.	(D)	(D)	(D)	(D)
5992	Florists	488 315	65 109	14 728	8
5993	Tobacco stores and stands	428 750	79 767	12 279	5
5994	News dealers and newsstands	306 176	102 059	14 745	3
5995	Optical goods stores	300 250	69 168	19 037	4
5999	Miscellaneous retail stores, n.e.c.	542 682	93 056	17 793	6
5999 pt.	Pet shops	(D)	(D)	(D)	(D)
5999 pt.	Typewriter stores	(D)	(D)	(D)	(D)
5999 pt.	Other miscellaneous retail stores, n.e.c.	(D)	(D)	(D)	(D)

[1]Based on number of employees for pay period including March 12.
[2]Includes sales from catalog order desks.
[3]Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the District: 1987 and 1982

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A.]

1972 SIC code	1987 SIC code	Kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 ($1,000)	1982 ($1,000)	Percent change 1982 to 1987	1987 ($1,000)	1982 ($1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Retail trade—										
		Including used automobile parts and accessories stores[1]	**3 684**	**3 555**	**3 423 916**	**2 614 383**	**31.0**	**575 651**	**419 862**	**37.1**	**54 565**	**44 844**
		Excluding used automobile parts and accessories stores[2]	**3 681**	**3 550**	**3 422 972**	**2 612 973**	**31.0**	**575 357**	**419 562**	**37.1**	**54 549**	**44 810**
52	**52**	**Building materials and garden supplies stores**	**43**	**43**	**70 361**	**38 316**	**83.6**	**8 947**	**5 589**	**60.1**	**604**	**505**
521, 3	521, 3	Building materials and supply stores	24	17	55 371	(D)	(D)	6 375	(D)	(D)	436	(D)
521	521	Lumber and other building materials dealers	16	7	52 334	(D)	(D)	5 878	(D)	(D)	395	(D)
523	523	Paint, glass, and wallpaper stores	8	10	3 037	2 828	7.4	497	303	64.0	41	26
525	525	Hardware stores	17	24	(D)	11 170	(D)	(D)	2 236	(D)	(D)	173
526	526	Retail nurseries, lawn and garden supply stores	2	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
527	527	Mobile home dealers	–	(NA)	–	–	–	–	–	–	–	–
53	**53**	**General merchandise stores**	**34**	**(NA)**	**314 486**	**223 987**	**40.4**	**43 527**	**31 789**	**36.9**	**3 662**	**3 361**
531		Department stores (incl. leased depts.) [with 25 employees or more][3 4 5]	12	11	(D)	206 887	(D)	(NA)	(NA)	(NA)	(NA)	(NA)
	531	Department stores (incl. leased depts.) [with 50 employees or more][3 4 6]	10	(NA)	284 825	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
	539 pt.	Department stores (incl. leased depts.) [with 25 to 49 employees][3 4 7]	2	(NA)	(D)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
531		Department stores (excl. leased depts.) [with 25 employees or more][3 5]	12	11	(D)	189 234	(D)	(D)	27 655	(D)	(D)	2 865
	531	Department stores (excl. leased depts.) [with 50 employees or more][3 6]	10	(NA)	272 180	(NA)	(NA)	38 773	(NA)	(NA)	3 282	(NA)
	539 pt.	Department stores (excl. leased depts.) [with 25 to 49 employees][3 7]	2	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
533	533	Variety stores	10	21	18 242	18 414	-.9	2 792	3 015	-7.4	168	339
539	539 pt.	Miscellaneous general merchandise stores[8]	12	12	(D)	16 339	(D)	(D)	1 119	(D)	(D)	157
54	**54**	**Food stores**	**415**	**406**	**590 694**	**486 461**	**21.4**	**71 244**	**59 728**	**19.3**	**4 999**	**4 439**
541	541	Grocery stores	296	284	532 189	443 521	20.0	63 857	54 544	17.1	4 174	3 773
5422, 3	5421	Meat and fish (seafood) markets	37	35	32 604	19 988	63.1	3 000	1 563	91.9	272	213
546	546	Retail bakeries	42	21	10 646	3 747	184.1	2 642	895	193.9	363	137
5462	546 pt.	Retail bakeries—baking and selling	35	18	8 873	3 388	161.9	2 360	856	175.7	296	130
5463	546 pt.	Retail bakeries—selling only	7	3	1 773	359	393.9	282	43	555.8	67	7
543, 4, 5, 9	543, 4, 5, 9	Other food stores	40	66	15 255	19 205	-20.6	1 745	2 722	-35.9	190	316
543	543	Fruit and vegetable markets	5	4	7 817	(D)	(D)	562	(D)	(D)	52	(D)
544	544	Candy, nut, and confectionery stores	19	24	3 310	4 310	-23.2	595	481	23.7	74	72
545	545	Dairy products stores	5	21	1 445	(D)	(D)	191	(D)	(D)	18	(D)
549	549	Miscellaneous food stores	11	17	2 683	5 798	-53.7	397	1 016	-60.9	46	126
55 ex. 554	**55 ex. 554**	**Automotive dealers**	**66**	**76**	**174 422**	**122 337**	**42.6**	**21 475**	**15 758**	**36.3**	**959**	**910**
551	551	New and used car dealers	12	13	133 220	76 348	74.5	16 141	9 088	77.6	620	465
552	552	Used car dealers	14	16	10 018	(D)	(D)	681	(D)	(D)	38	(D)
553	553	Auto and home supply stores	36	42	27 532	30 948	-11.0	4 036	5 019	-19.6	265	353
553 pt.	553 pt.	Tire, battery, and accessory dealers	35	42	(D)	30 948	(D)	(D)	5 019	(D)	(D)	353
553 pt.	553 pt.	Other auto and home supply stores	1	–	(D)	–	(X)	(D)	–	(X)	(D)	–
555, 6, 7, 9	555, 6, 7, 9	Miscellaneous automotive dealers	4	5	3 652	(D)	(D)	617	(D)	(D)	36	(D)
555	555	Boat dealers	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
556	556, 559 pt.	Recreational and utility trailer dealers[9]	–	–	–	–	–	–	–	–	–	–
557	557	Motorcycle dealers	3	3	(D)	3 680	(D)	(D)	644	(D)	(D)	25
559	559 pt.	Automotive dealers, n.e.c. [excl. utility trailer dealers]	–	–	–	–	–	–	–	–	–	–
554	**554**	**Gasoline service stations**	**115**	**174**	**129 050**	**180 038**	**-28.3**	**8 568**	**10 124**	**-15.4**	**917**	**1 137**
56	**56**	**Apparel and accessory stores**	**466**	**413**	**326 430**	**239 740**	**36.2**	**42 357**	**33 104**	**28.0**	**3 812**	**3 633**
561	561	Men's and boys' clothing stores	56	79	68 079	52 486	29.7	9 066	7 949	14.1	617	833
562, 3, 8	562, 3	Women's clothing and specialty stores	191	158	134 591	89 758	49.9	16 694	11 571	44.3	1 655	1 351
562	562	Women's clothing stores	154	122	112 260	72 711	54.4	13 604	8 856	53.6	1 433	1 090
563, 8	563	Women's accessory and specialty stores[10]	37	36	22 331	17 047	31.0	3 090	2 715	13.8	222	261
565	565	Family clothing stores	51	33	57 886	43 826	32.1	7 288	5 547	31.4	680	617
566	566	Shoe stores	111	96	48 837	41 226	18.5	6 597	6 386	3.3	636	638
566 pt.	566 pt.	Men's shoe stores	18	26	(D)	7 986	(D)	(D)	1 190	(D)	(D)	120
566 pt.	566 pt.	Women's shoe stores	35	28	13 224	12 360	7.0	1 908	1 971	-3.2	178	171
566 pt.	566 pt.	Children's and juveniles' shoe stores	3	–	(D)	–	(X)	(D)	–	(X)	(D)	–
566 pt.	566 pt.	Family shoe stores	55	42	28 245	20 880	35.3	3 643	3 225	13.0	380	347

See footnotes at end of table.

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the District: 1987 and 1982—Con.

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A.]

1972 SIC code	1987 SIC code	Kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 ($1,000)	1982 ($1,000)	Percent change 1982 to 1987	1987 ($1,000)	1982 ($1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
56	**56**	**Apparel and accessory stores**—Con.										
564, 9	564, 9	Other apparel and accessory stores	57	47	17 037	12 444	36.9	2 712	1 651	64.3	224	194
564	564	Children's and infants' wear stores	15	10	4 383	4 314	1.6	588	546	7.7	64	64
569	569	Miscellaneous apparel and accessory stores	42	37	12 654	8 130	55.6	2 124	1 105	92.2	160	130
57	**57**	**Furniture and homefurnishings stores**	**211**	**207**	**197 135**	**129 262**	**52.5**	**27 617**	**18 491**	**49.4**	**1 823**	**1 486**
5712	5712	Furniture stores	48	54	54 001	56 902	-5.1	8 686	8 001	8.6	471	611
5713, 4, 9	5713, 4, 9	Homefurnishings stores	73	65	46 502	20 910	122.4	7 967	3 881	105.3	567	308
5713	5713	Floor covering stores	15	16	10 693	5 964	79.3	1 795	1 085	65.4	93	81
5714	5714	Drapery and upholstery stores	7	11	1 931	3 263	-40.8	176	850	-79.3	19	65
5719	5719	Miscellaneous homefurnishings stores	51	38	33 878	11 683	190.0	5 996	1 946	208.1	455	162
572	572	Household appliance stores	13	13	20 137	10 018	101.0	3 151	1 819	73.2	134	99
573	573	Radio, television, computer, and music stores	77	75	76 495	41 432	84.6	7 813	4 790	63.1	651	468
5732		Radio and television stores[11]	46	44	44 608	24 423	82.6	4 297	2 286	88.0	322	172
	5731	Radio, television, and electronics stores	31	(NA)	34 252	(NA)	(NA)	3 371	(NA)	(NA)	258	(NA)
	5734	Computer and software stores	15	(NA)	10 356	(NA)	(NA)	926	(NA)	(NA)	64	(NA)
5733		Music stores	31	31	31 887	17 009	87.5	3 516	2 504	40.4	329	296
	5735	Record and prerecorded tape stores	25	27	30 335	(D)	(D)	3 319	(D)	(D)	308	(D)
	5736	Musical instrument stores	6	4	1 552	(D)	(D)	197	(D)	(D)	21	(D)
58	**58**	**Eating and drinking places**	**1 295**	**1 143**	**836 691**	**559 996**	**49.4**	**240 882**	**156 573**	**53.8**	**29 393**	**21 550**
5812	5812	Eating places	1 221	1 053	789 266	518 957	52.1	227 057	145 424	56.1	27 646	19 789
5812 pt.	5812 pt.	Restaurants and lunchrooms	552	486	421 471	270 503	55.8	127 471	83 376	52.9	14 019	10 857
5812 pt.	5812 pt.	Cafeterias	45	57	20 029	20 557	-2.6	6 613	6 597	.2	654	905
5812 pt.	5812 pt.	Refreshment places	396	368	190 868	127 650	49.5	44 422	28 601	55.3	7 497	4 634
5812 pt.	5812 pt.	Other eating places	228	142	156 898	100 247	56.5	48 551	26 850	80.8	5 476	3 393
5813	5813	Drinking places	74	90	47 425	41 039	15.6	13 825	11 149	24.0	1 747	1 761
591	**591**	**Drug and proprietary stores**	**146**	**144**	**185 552**	**127 720**	**45.3**	**25 568**	**17 791**	**43.7**	**1 728**	**1 876**
591 pt.	591 pt.	Drug stores	134	130	176 331	124 387	41.8	24 502	17 305	41.6	1 637	1 815
591 pt.	591 pt.	Proprietary stores	12	14	9 221	3 333	176.7	1 066	486	119.3	91	61
59 ex. 591	**59 ex. 591**	**Miscellaneous retail stores**[1]	**893**	**905**	**599 095**	**506 526**	**18.3**	**85 466**	**70 915**	**20.5**	**6 668**	**5 947**
592	592	Liquor stores	232	280	179 539	201 162	-10.7	19 941	20 085	-.7	1 472	1 724
593	593, 5015 pt.	Used merchandise stores[1]	51	61	19 434	15 166	28.1	3 732	2 968	25.7	260	318
594	594	Miscellaneous shopping goods stores	321	299	179 072	130 606	37.1	25 874	21 858	18.4	2 236	1 828
5941	5941	Sporting goods stores and bicycle shops	18	21	16 701	12 491	33.7	2 143	1 497	43.2	216	153
5941 pt.	5941 pt.	General line sporting goods stores	7	9	10 267	8 867	15.8	1 040	880	18.2	101	90
5941 pt.	5941 pt.	Specialty line sporting goods stores	11	12	6 434	3 624	77.5	1 103	617	78.8	115	63
5942, 3	5942, 3	Book, stationery stores	87	83	53 535	31 687	68.9	6 969	4 927	41.4	823	518
5942	5942	Book stores	73	65	48 798	24 595	98.4	6 265	3 501	78.9	750	398
5943	5943	Stationery stores	14	18	4 737	7 092	-33.2	704	1 426	-50.6	73	120
5944	5944	Jewelry stores	77	66	46 204	33 187	39.2	7 622	6 265	21.7	447	384
5945, 6, 7, 8, 9	5945, 6, 7, 8, 9	Other miscellaneous shopping goods stores	139	129	62 632	53 241	17.6	9 140	9 169	-.3	750	773
5945	5945	Hobby, toy, and game shops	11	10	5 484	2 691	103.8	804	453	77.5	107	80
5946	5946	Camera and photographic supply stores	23	26	24 465	20 017	22.2	3 250	2 635	23.3	155	144
5947	5947	Gift, novelty, and souvenir shops	80	69	26 245	18 493	41.9	3 999	3 947	1.3	370	353
5948	5948	Luggage and leather goods stores	14	12	4 164	5 044	-17.4	704	815	-13.6	76	74
5949	5949	Sewing, needlework, and piece goods stores	11	12	2 274	6 996	-67.5	383	1 319	-71.0	42	122
596	596	Nonstore retailers	49	46	70 546	43 705	61.4	9 312	8 703	7.0	1 174	779
5961	5961	Catalog and mail-order houses	18	16	18 405	14 693	25.3	1 886	1 589	18.7	124	124
5962	5962	Merchandising machine operators	8	13	5 611	15 707	-64.3	639	2 895	-77.9	54	208
5963	5963	Direct selling establishments	23	17	46 530	13 305	249.7	6 787	4 219	60.9	996	447
598		Fuel and ice dealers	10	14	44 222	55 735	-20.7	4 623	4 579	1.0	212	212
5983	5983	Fuel oil dealers	9	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5984	5984	Liquefied petroleum gas (bottled gas) dealers	–	–	–	–	–	–	–	–	–	–
5982	5989, 5999 pt. (pt.)	Fuel and ice dealers, n.e.c.[12]	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5992	5992	Florists	54	47	26 369	16 225	62.5	5 965	3 996	49.3	405	361
5993	5993	Tobacco stores and stands	8	12	3 430	3 575	-4.1	528	717	-26.4	43	62
5994	5994	News dealers and newsstands	17	19	5 205	3 846	35.3	752	517	45.5	51	49

See footnotes at end of table.

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the District: 1987 and 1982—Con.

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A.]

1972 SIC code	1987 SIC code	Kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 ($1,000)	1982 ($1,000)	Percent change 1982 to 1987	1987 ($1,000)	1982 ($1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
59 ex. 591	**59 ex. 591**	**Miscellaneous retail stores**[1]—Con.										
5999		Miscellaneous retail stores, n.e.c. [excl. ice dealers and incl. optical goods stores]	151	127	71 278	36 506	95.3	14 739	7 492	96.7	815	614
5999 pt.	5995	Optical goods stores	44	42	13 211	7 396	78.6	3 636	1 967	84.9	191	141
5999 pt.	5999 pt.	Pet shops	6	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5999 pt.	5999 pt.	Typewriter stores	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5999 pt.	5999 pt. (pt.)	Other miscellaneous retail stores, n.e.c. [excl. ice dealers]	100	81	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)

[1]Includes used automobile parts and accessories stores classified in SIC 593 based on 1972 SIC.
[2]Excludes used automobile parts and accessories stores classified in SIC 593 based on 1972 SIC (included in SIC 5015 pt. based on 1987 SIC).
[3]Includes sales from catalog order desks.
[4]Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.
[5]Establishments defined as department stores, based on 1972 SIC, with 25 employees or more.
[6]Establishments defined as department stores, based on 1972 SIC, with 50 employees or more.
[7]Establishments defined as department stores, based on 1972 SIC, with 25 to 49 employees.
[8]Excludes department stores with 25 to 49 employees classified in SIC 531 based on 1972 SIC.
[9]Includes utility trailer dealers classified in SIC 556 based on 1972 SIC.
[10]Includes furriers and fur shops classified in SIC 568 based on 1972 SIC.
[11]Includes computer and software stores classified in SIC 5732 based on 1972 SIC.
[12]Includes ice dealers classified in SIC 5982 based on 1972 SIC.

Table 4. Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the District: 1987

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A.]

1972 SIC code	1987 SIC code	Kind of business	Establishments (number)	Sales ($1,000)	Annual payroll ($1,000)	First quarter payroll ($1,000)	Paid employees for pay period including March 12 (number)
		Retail trade—					
		Including used automobile parts and accessories stores[1]	**3 684**	**3 423 916**	**575 651**	**135 053**	**54 565**
		Excluding used automobile parts and accessories stores[2]	**3 681**	**3 422 972**	**575 357**	**134 993**	**54 549**
531		Department stores (incl. leased depts.) [with 25 employees or more][3 4 5]	12	(D)	(NA)	(NA)	(NA)
	531	Department stores (incl. leased depts.) [with 50 employees or more][3 4 6]	10	284 825	(NA)	(NA)	(NA)
	539 pt.	Department stores (incl. leased depts.) [with 25 to 49 employees][3 4 7]	2	(D)	(NA)	(NA)	(NA)
531		Department stores (excl. leased depts.) [with 25 employees or more][3 5]	12	(D)	(D)	(D)	(D)
	531	Department stores (excl. leased depts.) [with 50 employees or more][3 6]	10	272 180	38 773	9 297	3 282
	539 pt.	Department stores (excl. leased depts.) [with 25 to 49 employees][3 7]	2	(D)	(D)	(D)	(D)
539	539 pt.	Miscellaneous general merchandise stores[8]	12	(D)	(D)	(D)	(D)
5422, 3	5421	Meat and fish (seafood) markets	37	32 604	3 000	661	272
546	546	Retail bakeries	42	10 646	2 642	511	363
5462	546 pt.	Retail bakeries—baking and selling	35	8 873	2 360	452	296
5463	546 pt.	Retail bakeries—selling only	7	1 773	282	59	67
556	556, 559 pt.	Recreational and utility trailer dealers[9]	–	–	–	–	–
559	559 pt.	Automotive dealers, n.e.c. [excl. utility trailer dealers]	–	–	–	–	–
563, 8	563	Women's accessory and specialty stores[10]	37	22 331	3 090	719	222
5732		Radio and television stores[11]	46	44 608	4 297	1 094	322
	5731	Radio, television, and electronics stores	31	34 252	3 371	858	258
	5734	Computer and software stores	15	10 356	926	236	64
5733		Music stores	31	31 887	3 516	857	329
	5735	Record and prerecorded tape stores	25	30 335	3 319	806	308
	5736	Musical instrument stores	6	1 552	197	51	21
593	593, 5015 pt.	Used merchandise stores[1]	51	19 434	3 732	837	260
5982	5989, 5999 pt. (pt.)	Fuel and ice dealers, n.e.c.[12]	1	(D)	(D)	(D)	(D)
5999	5995, 5999 pt. (pt.)	Miscellaneous retail stores, n.e.c. [excl. ice dealers and incl. optical goods stores]	151	71 278	14 739	3 638	815
	5995	Optical goods stores	44	13 211	3 636	835	(D)
	5999 pt. (pt.)	Other miscellaneous retail stores, n.e.c. [excl. ice dealers]	100	(D)	(D)	(D)	(D)

See footnotes at end of table 3.

Table 5. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More: 1987

[Not applicable]

Table 6. Summary Statistics for Places With 350 Establishments or More: 1987

[Not applicable]

Table 7. Summary Statistics for Counties With 350 Establishments or More: 1987

[Not applicable]

Table 8. Summary Statistics for the Metropolitan Statistical Area: 1987

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D.]

1987 SIC code	Geographic area and kind of business	Establishments (number)	Sales ($1,000)	Annual payroll ($1,000)	First quarter payroll ($1,000)	Paid employees for pay period including March 12 (number)	Unincorporated businesses: individual proprietorships (number)	Unincorporated businesses: Partnerships (number)
	WASHINGTON, DC-MD-VA MSA							
	Retail trade	**19 814**	**27 984 231**	**3 593 844**	**828 273**	**323 427**	**2 784**	**772**
52	**Building materials and garden supplies stores**	**615**	**1 194 570**	**143 094**	**31 945**	**9 748**	**80**	**14**
521, 3	Building materials and supply stores	325	986 398	106 658	24 448	6 805	29	4
521	Lumber and other building materials dealers	231	937 597	98 354	22 529	6 258	17	3
523	Paint, glass, and wallpaper stores	94	48 801	8 304	1 919	547	12	1
525	Hardware stores	151	96 190	16 172	3 547	1 269	30	7
526	Retail nurseries, lawn and garden supply stores	127	105 118	19 396	3 650	1 618	20	3
527	Mobile home dealers	12	6 864	868	300	56	1	-
53	**General merchandise stores**	**315**	**3 104 576**	**339 505**	**79 933**	**33 772**	**32**	**11**
531	Department stores (incl. leased depts.)[1, 2]	128	2 716 980	(NA)	(NA)	(NA)	-	-
531	Department stores (excl. leased depts.)[1]	128	2 567 860	295 972	70 034	29 319	-	-
531 pt	Conventional[1]	43	1 151 278	143 775	34 436	14 006	-	-
531 pt	Discount or mass merchandising[1]	57	618 704	58 967	13 892	7 113	-	-
531 pt	National chain[1]	28	797 878	93 230	21 706	8 200	-	-
533	Variety stores	66	94 743	13 597	2 994	1 425	8	4
539	Miscellaneous general merchandise stores	121	441 973	29 936	6 905	3 028	24	7
54	**Food stores**	**2 326**	**5 172 115**	**586 505**	**133 033**	**41 838**	**416**	**99**
541	Grocery stores	1 716	4 945 226	550 817	125 160	37 354	294	61
542	Meat and fish (seafood) markets	153	95 052	9 080	2 029	786	36	8
546	Retail bakeries	214	59 746	16 598	3 726	2 206	45	15
546 pt	Retail bakeries – baking and selling	180	50 825	14 773	3 308	1 948	40	13
546 pt	Retail bakeries – selling only	34	8 921	1 825	418	258	5	2
543, 4, 5, 9	Other food stores	243	72 091	10 010	2 118	1 492	41	15
543	Fruit and vegetable markets	36	24 616	2 821	506	261	13	2
544	Candy, nut, and confectionery stores	68	11 009	1 893	443	318	5	3
545	Dairy products stores	36	7 546	1 080	235	189	8	4
549	Miscellaneous food stores	103	28 920	4 216	934	724	15	6
55 ex. 554	**Automotive dealers**	**898**	**6 515 334**	**642 927**	**147 777**	**25 348**	**64**	**12**
551	New and used car dealers	269	5 878 657	552 741	127 256	19 956	5	3
552	Used car dealers	92	66 298	6 491	1 501	376	11	2
553	Auto and home supply stores	441	384 448	63 693	14 698	3 839	41	5
553 pt	Tire, battery, and accessory dealers	417	369 589	61 539	14 217	3 674	34	4
553 pt	Other auto and home supply stores	24	14 859	2 154	481	165	7	1
555, 6, 7, 9	Miscellaneous automotive dealers	96	185 931	20 002	4 322	1 177	7	2
555	Boat dealers	40	86 068	8 106	1 662	468	2	1
556	Recreational vehicle dealers	17	50 105	4 570	1 094	201	-	-
557	Motorcycle dealers	32	44 260	6 625	1 423	458	5	1
559	Automotive dealers, n.e.c.	7	5 498	701	143	50	-	-
554	**Gasoline service stations**	**1 313**	**1 737 447**	**135 792**	**31 745**	**12 566**	**417**	**91**

See footnotes at end of table.

Table 8. Summary Statistics for the Metropolitan Statistical Area: 1987—Con.

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D.]

1987 SIC code	Geographic area and kind of business	Establishments (number)	Sales ($1,000)	Annual payroll ($1,000)	First quarter payroll ($1,000)	Paid employees for pay period including March 12 (number)	Unincorporated businesses	
							Individual proprietorships (number)	Partnerships (number)
	WASHINGTON, DC-MD-VA MSA—Con.							
58	**Apparel and accessory stores**	**2 300**	**1 710 155**	**204 580**	**46 966**	**22 641**	**130**	**43**
561	Men's and boys' clothing stores	244	253 518	33 712	7 770	2 735	16	3
562, 3	Women's clothing and specialty stores	960	679 836	80 694	18 605	9 932	14	19
562	Women's clothing stores	811	609 306	70 730	16 184	9 048	34	16
563	Women's accessory and specialty stores	149	70 530	9 964	2 421	884	10	3
565	Family clothing stores	218	362 342	35 535	7 987	4 097	11	5
566	Shoe stores	644	313 712	40 932	9 503	4 325	20	5
566 pt.	Men's shoe stores	79	28 851	3 791	935	295	2	1
566 pt.	Women's shoe stores	165	67 875	9 500	2 180	999	5	2
566 pt.	Children's and juveniles' shoe stores	37	10 825	1 638	382	198	2	1
566 pt.	Family shoe stores	363	206 161	26 003	6 006	2 833	11	1
564, 9	Other apparel and accessory stores	234	100 747	13 707	3 101	1 552	39	11
564	Children's and infants' wear stores	90	54 179	6 076	1 402	839	10	6
569	Miscellaneous apparel and accessory stores	144	46 568	7 631	1 699	713	29	5
57	**Furniture and homefurnishings stores**	**1 814**	**1 758 928**	**226 158**	**51 183**	**15 306**	**190**	**42**
5712	Furniture stores	422	539 076	74 280	16 736	4 505	35	18
5713, 4, 9	Homefurnishings stores	640	452 294	68 422	15 104	4 667	79	14
5713	Floor covering stores	271	254 401	39 290	8 845	1 943	17	9
5714	Drapery and upholstery stores	63	17 735	4 165	946	297	16	1
5719	Miscellaneous homefurnishings stores	306	180 158	24 967	5 313	2 427	46	4
572	Household appliance stores	110	88 199	11 115	2 595	670	20	2
573	Radio, television, computer, and music stores	642	679 359	72 341	16 748	5 464	56	8
5731	Radio, television, and electronics stores	307	405 314	41 790	9 625	2 941	28	3
5734	Computer and software stores	117	99 377	11 555	2 636	843	5	1
5735	Record and prerecorded tape stores	149	110 814	10 657	2 630	1 194	9	2
5736	Musical instrument stores	69	63 854	8 339	1 857	486	14	2
58	**Eating and drinking places**	**5 249**	**3 088 363**	**831 082**	**192 352**	**121 397**	**701**	**253**
5812	Eating places	5 056	3 004 143	809 349	187 015	118 393	666	245
5812 pt.	Restaurants and lunchrooms	2 311	1 509 579	427 426	100 122	59 266	291	124
5812 pt.	Cafeterias	138	67 721	19 232	4 429	2 993	27	9
5812 pt.	Refreshment places	1 946	1 013 131	236 693	52 632	41 746	289	103
5812 pt.	Other eating places	661	413 712	125 998	29 832	14 388	59	9
5813	Drinking places	193	84 220	21 733	5 337	3 004	35	8
591	**Drug and proprietary stores**	**626**	**962 577**	**115 586**	**26 013**	**7 645**	**29**	**5**
591 pt.	Drug stores	597	948 909	113 949	25 630	7 483	24	5
591 pt.	Proprietary stores	29	13 668	1 637	383	162	5	–
59 ex. 591	**Miscellaneous retail stores**	**4 358**	**2 740 166**	**368 615**	**87 326**	**33 166**	**725**	**202**
592	Liquor stores	640	519 502	54 604	13 016	4 773	71	39
593	Used merchandise stores	230	74 046	13 582	3 097	1 340	74	14
594	Miscellaneous shopping goods stores	1 948	1 051 336	130 305	30 602	14 096	309	67
5941	Sporting goods stores and bicycle shops	289	183 206	24 188	5 489	2 481	55	10
5941 pt.	General line sporting goods stores	107	95 268	10 183	2 297	1 169	19	3
5941 pt.	Specialty line sporting goods stores	182	87 938	14 005	3 192	1 312	36	7
5942	Book stores	244	148 398	14 606	3 496	1 854	32	11
5943	Stationery stores	65	25 219	3 773	922	360	7	–
5944	Jewelry stores	426	249 813	36 463	8 505	2 742	44	9
5945	Hobby, toy, and game shops	148	172 621	13 565	3 282	1 795	30	5
5946	Camera and photographic supply stores	71	57 041	6 990	1 841	436	2	3
5947	Gift, novelty, and souvenir shops	513	137 703	20 257	4 484	2 887	109	24
5948	Luggage and leather goods stores	50	15 366	2 179	538	258	5	1
5949	Sewing, needlework, and piece goods stores	142	61 969	8 284	2 045	1 283	25	4
596	Nonstore retailers	336	518 705	63 529	15 709	5 137	54	14
5961	Catalog and mail-order houses	108	164 325	14 811	3 752	1 065	17	3
5962	Merchandising machine operators	48	84 032	15 910	3 571	897	6	3
5963	Direct selling establishments	180	270 348	32 808	8 386	3 175	31	8
598	Fuel dealers	77	179 422	21 431	5 229	1 043	5	2
5983	Fuel oil dealers	50	148 697	15 957	4 030	775	5	–
5984	Liquefied petroleum gas (bottled gas) dealers	22	29 216	5 227	1 123	245	–	1
5989	Fuel dealers, n.e.c.	5	1 509	247	76	23	–	1
5992	Florists	303	100 887	24 233	5 483	2 249	79	23
5993	Tobacco stores and stands	29	11 200	1 633	386	180	3	–
5994	News dealers and newsstands	41	17 661	2 478	548	207	7	4
5995	Optical goods stores	235	75 879	19 502	4 400	1 103	20	10
5999	Miscellaneous retail stores, n.e.c.	519	191 528	37 318	8 856	3 038	103	29
5999 pt.	Pet shops	102	31 573	6 293	1 405	836	25	5
5999 pt.	Typewriter stores	7	2 128	373	93	35	1	1
5999 pt.	Other miscellaneous retail stores, n.e.c.	410	157 827	30 652	7 358	2 167	76	23

[1]Includes sales from catalog order desks.
[2]Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

Table 9. **Summary Statistics for the Area Outside Metropolitan Statistical Areas: 1987**

[Not applicable]

Table 10. **Places With 2,500 Inhabitants or More Ranked by Volume of Sales: 1987 and 1982**

[Not applicable]

Table 11. **Counties Ranked by Volume of Sales: 1987 and 1982**

[Not applicable]

APPENDIX A.
General Explanation

CENSUS COVERAGE AND METHODOLOGY

Structure and method of enumeration—Firms in the 1987 Census of Retail Trade were divided into the nonmail universe and mail universe. The coverage and the method of obtaining census information from each follow:

1. The nonmail universe consists of firms which were not required to file a regular census return and includes:
   a. All nonemployers, i.e., all firms with no paid employment during 1987. Sales information for them was obtained from administrative records of other Federal agencies. Although consisting of a large number of firms, nonemployers account for less than 3 percent of total retail sales. Data on nonemployers are provided in subsequent 1987 Census of Retail Trade reports, Nonemployer Statistics, RC87-N, and Selected Statistics, RC87-SP-1.

      The census included only those retail nonemployer firms which reported a sales volume of $1,000 or more during 1987 plus firms in operation for less than the full year that reported sales which, if projected to an annual basis, would have reached a total of $1,000 or more.

   b. Selected small employers, i.e., single-establishment firms with payroll below a specified cutoff. (The term "employers" refers to all business firms with paid employees at any time during 1987 as shown in the active administrative records of other Federal agencies.) Although the payroll cutoff varied by kind of business, small employers generally included firms with one to three employees and represented about 10 percent of total retail sales.

      Data on sales, payroll, and employment for employer firms below the cutoff were derived or estimated from the administrative records of other Federal agencies, except for a 10-percent sample which was included in the mail universe.

2. The mail universe consists of firms for which information was obtained basically by means of a mail canvass and includes:
   a. Large employers, i.e., all employer firms above the payroll size cutoff establishment to separate large from small employers. Within this category, a report of company organization is conducted periodically to identify firms which operated establishments at more than one location and to obtain information on payroll and mid-March employment at each location. The 1986 Report of Company Organization was used as a coverage check in the census. In the census mailing package containing the appropriate 1987 questionnaires, firms were sent a form to use in updating the list of establishments with those opened since 1986.

   b. The 10-percent sample of small employers referred to in section 1b above which were sent the census mailing packages containing the appropriate 1987 questionnaires.

Method of classifying kinds of business—The retail trade classifications for all establishments were based on the Standard Industrial Classification (SIC) Manual.[1] However, the method of assigning these classifications, and the level of detail at which establishments were classified, differed between the nonmail and mail universe as follows:

1. The nonmail universe.
   a. All nonemployers were classified inside or outside of retail trade on the basis of information obtained from other Federal agencies.

   b. Selected small employers were classified on the basis of the most current census kind-of-business classification available from one of the Bureau's current sample surveys or the 1982 census. Otherwise, the classification was obtained from the administrative records of other Federal agencies.

      If the census or administrative record classifications proved inadequate (none corresponded to a census classification in the detail required for employers), the firm was sent a brief inquiry requesting information necessary to assign a 1987 census kind-of-business code.

2. Establishments in the mail universe were classified on the basis of their self designation and answers to questions on sales by merchandise lines and other special inquiries.

COMPARABILITY OF THE 1982 AND 1987 CENSUSES

The 1982 and 1987 censuses were conducted under similar conditions and procedures except for the following:

[1]Standard Industrial Classification Manual: 1987. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

Classifications—In 1982, classifications were based on the 1972 Standard Industrial Classification (SIC) Manual and its 1977 Supplement. For 1987, classifications are based on the 1987 SIC Manual. There are major revisions to the SIC structure for 1987 which limit the comparability of data between the 1982 and 1987 censuses. The kinds of business involving the most significant changes for retail trade are within SIC major groups 53 and 57. These changes are described in detail in the "Kind-of-Business Classifications" section below and in appendix H.

It was not possible to retabulate 1982 data based on the revised 1987 classifications for comparative purposes since, in many cases, the necessary information was not available for assigning the new 1987 classifications to the 1982 records. However, 1987 census records were assigned both a 1987 and 1982 census classification. Census data for 1987 are presented based on the 1987 classifications for all geographic areas included in this publication (see "Geographic Areas Covered" in the Introduction). In addition, data for the United States and each State are presented for both 1987 and 1982 based on the 1972 classifications in table 3 of this publication.[2]

Geographic areas—The boundaries of a number of areas for which data are shown in the 1987 census are not the same as in the 1982 census because of annexations; other boundary changes; and redefinitions of previously defined standard metropolitan statistical areas (SMSA's) and standard consolidated statistical areas (SCSA's) into metropolitan statistical areas (MSA's), primary metropolitan statistical areas (PMSA's), and consolidated metropolitan statistical areas (CMSA's).[3]

Nonemployer firms—In 1982, data for nonemployers and the combined data for all establishments were presented only at the retail total level for all geographic areas except the United States, for which these data were published by kind of business. For 1987, data presented in this publication do not include nonemployer establishments. Consequently, data in this report are included only for establishments with payroll. Data for nonemployers by kind of business for the United States are presented in the 1987 Census of Retail Trade report, Selected Statistics, RC87-SP-1 and for States, metropolitan statistical areas, counties, and places with 2,500 inhabitants or more in the Retail Trade reports of the Nonemployer Statistics Series, RC87-N-1 to -4. See appendix A of the Nonemployer Statistics Series reports for a description of improvements in data collection and processing of nonemployer records for the 1987 Economic Censuses.

Establishments—In 1982 and prior censuses, the count of establishments (defined below) represented the number in business at the end of the year. For 1987, the count of establishments in this publication represents those in business at any time during 1987.

A comparison of the number of establishments in business at the end of the year versus the number active any time during the year for the State as a whole is presented in appendix G.[2]

EXPLANATION OF TERMS

Establishments—An establishment is a single physical location at which business is conducted. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Census of retail trade figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Estimates of this number were derived from a sample and will be provided in the retail trade report, Miscellaneous Subjects (RC87-S-4). Each retail establishment was tabulated according to the physical location at which the business was conducted.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted under the same ownership at a single location, and when conditions prescribed by the SIC manual for recognizing the existence of more than one establishment were met, separate establishment reports for each of the different activities were obtained in the census.

Leased departments are treated as separate establishments and are classified according to the kind of business they conduct. For example, a leased department selling shoes within a department store would be considered a separate retail establishment under the "shoe store" classification.

Firms—A firm is a business organization or entity consisting of one domestic establishment (location) or more under common ownership or control. All establishments of subsidiary firms are included as part of the owning or controlling firm. For the economic censuses, the terms "firm" and "company" are synonymous.

[2]To improve comparability between 1982 and 1987 statistics, 1982 data were slightly adjusted to reflect organizational changes affecting some industries. Accordingly, statistics presented for 1982 vary slightly from those previously published.

[3]Newly defined metropolitan statistical areas (MSA's) and also certain terminology changes were announced by the Office of Management and Budget (OMB) effective June 30, 1983. The previous term "standard metropolitan statistical area" was shortened to metropolitan statistical area. If an area has more than 1 million population and meets certain other specified requirements, it now is termed a "consolidated metropolitan statistical area" (CMSA) and consists of major components recognized as "primary metropolitan statistical areas" (PMSA's). Many of these PMSA's were formerly recognized as SMSA's and the majority were also included in standard consolidated statistical areas defined by OMB beginning in 1975, each of which consisted of two or more closely associated SMSA's. Metropolitan areas not included in CMSA's are designated simply as metropolitan statistical areas (MSA's).

Sales—Sales include merchandise sold for cash or credit at retail and wholesale by establishments primarily engaged in retail trade; amounts received from customers for layaway purchases; receipts from rental or leasing of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; the total value of service contracts; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer or wholesaler and passed on to the retailer.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from total sales. Total sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; commissions from vending machine operators; sales and receipts of departments or concessions operated by other firms; commissions or receipts from the sale of government lottery tickets; installment payments from leasing of vehicles, equipment, instruments, tools, etc. marketed under capital, finance, or full payout leases; and nonoperating income from such sources as investments, rental or sale of real estate, etc.

Sales in this report do not include retail sales made by manufacturers, wholesalers, service establishments, or other businesses whose primary activity is other than retail trade. They do include receipts other than from the sale of merchandise at retail, e.g., service receipts, sales to industrial users, and sales to other retailers, by establishments primarily engaged in retail trade.

Annual payroll—Payroll includes all forms of compensation such as salaries, wages, commissions, bonuses, vacation allowances, sick-leave pay, and the value of payments in kind (e.g., free meals and lodgings) paid during the year to all employees. Tips and gratuities received by employees from patrons and reported to employers are included. For corporations, it includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used by the IRS on form 941.

First quarter payroll—This item consists of payroll, as defined above, paid to persons employed at any time during the quarter January to March 1987.

Paid employees for pay period including March 12—Paid employees consist of the full-time and part-time employees, including salaried officers and executives of corporations, who were on the payroll in the pay period including March 12. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. The definition of paid employees is the same as that used on IRS form 941.

Legal form of organization--The legal form of organization for firms in the mail universe was based on the response to the organizational status inquiry on the various census forms. The legal form of organization of nonmail firms was generally based on information available from the administrative records of other Federal agencies.

This report presents data by the following legal forms of organization:

1. Corporations (including corporate cooperatives).
2. Individual proprietorships.
3. Partnerships.
4. Other types.

Auxiliary establishments—Each company included in this census was asked to identify and report separately those auxiliary locations whose primary functions were to manage, administer, service, or support the activities of the other establishments of the company. Data presented in this report do not include auxiliary establishments. Data for auxiliaries which primarily service retail establishments are presented in a subsequent report issued as part of the 1987 Enterprise Statistics reports.

KIND-OF-BUSINESS CLASSIFICATIONS

Retail trade, major groups 52 through 59 in the 1987 SIC manual, includes establishments engaged in selling merchandise for personal or household consumption and in rendering services incidental to the sale of the goods. Exceptions to this general rule are lumber yards; paint, glass, and wallpaper stores; typewriter stores; stationery stores; and gasoline service stations, which sell to both the general public for personal and household consumption and to businesses. These types of stores are included in retail trade even if a higher proportion of their sales is made to other than individuals for personal or household consumption. However, such establishments that sell their products only to institutional or industrial users and to other wholesalers and establishments that sell similar merchandise for use exclusively by business establishments are classified in wholesale trade.

Other important characteristics of retail trade establishments are that they are usually places of business; they are engaged in activities to attract the general public to buy; they buy or receive as well as sell merchandise; they may process their products, although processing is incidental or subordinate to selling; and they are considered as retail in the trade. Not all of these characteristics need be present and some are modified by trade practice.

Establishments covered by the census were assigned kind-of-business classifications according to the industry classifications defined in the 1987 SIC manual. When a more detailed classification was needed than that defined in the SIC manual, more kinds of business were identified within a SIC.

In general, retail establishments were classified according to the principal lines of commodities sold (groceries, hardware, etc.), or the usual trade designation (drug store, cigar store, etc.).

Kind-of-business classifications are not interchangeable with commodity classifications; most businesses sell several kinds of commodities. The kind-of-business code generally reflects either the individual commodity or the commodity group which is the primary source of the establishment's business. Thus, the classification of establishments by kind of business generally does not make it possible to determine either the number of establishments handling a particular commodity or the sales of that commodity. For example, the food stores classification excludes stores selling food if the sale of food is not the primary source of receipts; moreover, even though stores are classified as food stores, some of their receipts may be derived from the sale of nonfood products. (Information on the extent to which various broad groups of commodities, or merchandise lines, are sold by different kinds of business is available in the 1987 Census of Retail Trade report, Merchandise Line Sales, RC87-S-3.)

Building Materials and Garden Supplies Stores (SIC Major Group 52)

This major group includes retail establishments primarily engaged in selling lumber and other building materials; paint, glass, and wallpaper; hardware; nursery stock; lawn and garden supplies; and mobile homes. It includes lumber and other building materials dealers and paint, glass, and wallpaper stores selling to the general public, even if sales to contractors account for a larger proportion of total sales; these establishments are known as retail in the trade. Establishments primarily selling these products but not selling to the general public are classified in wholesale trade.

Lumber and other building materials dealers (SIC 521)—Establishments primarily engaged in selling lumber, or lumber and a general line of building materials, to the general public. While these establishments may also sell to contractors, they are known as retail in the trade, even if sales to contractors account for a higher proportion of the sales. The lumber they sell may include rough and dressed lumber, flooring, molding, doors, sashes, frames, and other millwork. The building materials may include roofing, siding, shingles, wallboard, paint, brick, tile, cement, sand, gravel, and other building materials and supplies. Hardware is often an important line of retail lumber and building materials dealers. Establishments not selling to the general public or known in the trade as wholesale are classified in SIC 503.

Paint, glass, and wallpaper stores (SIC 523)—Establishments primarily engaged in selling paint, glass, and wallpaper, or any combination of these lines, to the general public. While these establishments may also sell to contractors, they are known as retail in the trade, even if sales to contractors account for a higher proportion of the sales. Establishments which do not sell to the general public are classified in wholesale trade.

Hardware stores (SIC 525)—Establishments primarily selling a number of basic hardware lines, such as tools, builders' hardware, paint and glass, housewares and household appliances, cutlery, and roofing materials, no one of which accounts for 50 percent or more of the sales of the establishments.

Retail nurseries, lawn and garden supply stores (SIC 526)—Establishments primarily engaged in selling trees, shrubs, other plants, seeds, bulbs, mulches, soil conditioners, fertilizers, pesticides, garden tools, and other garden supplies to the general public. These establishments primarily sell products purchased from others, but may sell some plants which they grow themselves. Establishments primarily engaged in growing trees, shrubs, other plants, seeds, and bulbs are classified in SIC major group 01, and those growing Christmas trees are classified in SIC major group 08.

Mobile home dealers (SIC 527)—Establishments primarily engaged in the retail sales of new and used mobile homes, parts and equipment. Establishments primarily selling travel trailers and campers are classified in SIC 5561.

General Merchandise Stores (SIC Major Group 53)

This major group includes retail stores which sell a number of lines of merchandise, such as dry goods, apparel and accessories, furniture and homefurnishings, small wares, hardware, and food. The stores included in this group are known as department stores, variety stores, general merchandise stores, and general stores. Establishments primarily engaged in selling used general merchandise are classified in SIC 593, and those selling general merchandise by mail, vending machine, or direct selling are classified in SIC 596. Establishments having 25 to 49 employees and selling merchandise lines covered in the definition for department stores, previously classified in SIC 531 in prior censuses, are classified in SIC 539 in the 1987 Census.

Department stores (SIC 531)—Retail stores normally having 50 employees or more, having sales of apparel and soft goods combined amounting to 20 percent or more of total sales, and selling each of the three following groups of merchandise:

1. Furniture, homefurnishings, appliances, and radio and TV sets.
2. A general line of apparel for the family.
3. Household linens and dry goods.

The employment and lines of merchandise sold in leased departments are both taken into account when classifying a department store.

To qualify as a department store, sales of each of the lines listed above must be less than 80 percent of total store sales. An establishment with total sales of $10 million or more is classified as a department store even if sales of one of the merchandise lines listed above exceed the maximum percent of total sales, provided that the combined sales of the other two groups are $1 million or more. Relatively few stores are included in this classification as a result of this special rule and most of those which are would otherwise have been classified in the apparel group (SIC major group 56).

Due to the relatively high level of leased department activity in department stores, department store sales have been separately presented for the following classifications:

Department stores (incl. leased depts.)

Department stores (excl. leased depts.)

For States and for areas with 10,000 retail establishments or more, the following subcategories of department stores (excl. leased depts.) also are presented:

Conventional department stores (SIC 531 pt.)—Establishments which satisfy the criteria of a department store (see above) and:

1. Usually provide check-out service and customer assistance (sales persons) within each department.
2. May have a catalog order service.
3. Are not affiliated with a company which operates similar establishments on a national basis.

These stores often sell:

1. Soft goods and hard goods which are primarily nationally advertised brands.
2. Appliances which are serviced by another company.
3. Limited lines of merchandise through seasonal or special catalogs.

Discount or mass merchandising department stores (SIC 531 pt.)—Establishments which satisfy the criteria of a department store (see above) and usually:

1. Convey the image of a high-volume, fast turnover outlet selling a variety of merchandise for less than conventional prices.
2. Provide centralized check-out service.
3. Do not provide customer assistance within store departments. Merchandise is normally sold through self-service with minimal assistance provided in any department.
4. Do not have a catalog order service.

These stores often sell:

1. Soft goods which are usually their own corporate brands or are unbranded.
2. Hard goods which are primarily nationally advertised brands.
3. Appliances which are serviced by another company.

National chain department stores (SIC 531 pt.)—Establishments which satisfy the criteria of a department store (see above) and:

1. Usually provide check-out service and customer assistance (sales persons) within each department.
2. Usually have a catalog order service.
3. Are affiliated with a company which operates similar establishments on a national basis.

These stores often sell:

1. Soft goods and hard goods which are their own corporate brands or are unbranded.
2. Appliances which are serviced by their own company.

Variety stores (SIC 533)—Establishments primarily engaged in the retail sale of a variety of merchandise in the low and popular price ranges. Sales usually are made on a cash-and-carry basis, with the open selling method of display and customer selection of merchandise. These stores generally do not carry a complete line of merchandise, are not departmentalized, do not carry their own charge service, and do not deliver merchandise.

Miscellaneous general merchandise stores (SIC 539)—Establishments primarily engaged in the retail sale of a general line of apparel, dry goods, hardware, homewares or homefurnishings, groceries, and other lines in limited amounts. Stores selling commodities covered in the definition for department stores but normally having less than 50 employees, and stores usually known as country or general stores are included here. Also included are most catalog showrooms and establishments whose sales of apparel or furniture and homefurnishings exceed half of their total sales, providing that sales of the smaller of the two lines in combination with dry goods and household linens account for 20 percent or more of total sales. Establishments primarily engaged in the retail sales of their merchandise by catalog, mail, or television order are classified in SIC 5961.

Food Stores (SIC Major Group 54)

This major group includes retail stores primarily engaged in selling food for home preparation and consumption. Establishments primarily engaged in selling prepared foods and drinks for consumption on the premises are classified in major group 58, and stores primarily engaged in selling packaged beers and liquors are classified in SIC 5921.

Grocery stores (SIC 541)—Establishments primarily selling (1) a wide variety of canned or frozen foods such as vegetables, fruits, and soups; (2) packaged or bulk dry groceries, such as tea, coffee, cocoa, dried fruits, spices, sugar, flour, and crackers, and (3) other processed foods and nonedible grocery items. These establishments often also sell smoked and prepared meats, fresh fish and poultry, fresh vegetables and fruits, and fresh or frozen meats. Establishments commonly known as supermarkets and convenience food stores are included if receipts from sales of groceries and food items for off-premise preparation and consumption are 50 percent or more of total sales.

Meat and fish (seafood) markets (SIC 542)—Establishments primarily engaged in the retail sale of fresh, frozen or cured meats, fish, shellfish, and other seafoods. They may also sell poultry, dairy products, eggs, and other commodities. Meat markets may butcher animals on their own account, or they may buy from others. This industry includes freezer and locker meat provisioners. Food locker plants primarily engaged in renting locker space for the storage of food products for individual households are classified in industry 4222. Establishments primarily engaged in the retail sale of food via frozen food plans delivered to households or individuals are classified in SIC 5963.

Fruit and vegetable markets (SIC 543)—Establishments primarily selling fresh fruits and fresh vegetables. They frequently also carry a limited line of grocery items. They are frequently found in public or municipal markets, or roadside stands. However, roadside stands of farmers selling only their own produce are classified in SIC major group 01.

Candy, nut, and confectionery stores (SIC 544)—Establishments primarily selling candy, nuts, and other confections.

Dairy products stores (SIC 545)—Establishments primarily engaged in the retail sale of packaged dairy products such as milk, cream, butter, cheese, and related products to over-the-counter customers. Ice cream and frozen custard stands are classified in SIC 5812 and establishments selling ice cream and similar products from trucks or wagons are classified in SIC 5963. Establishments primarily engaged in processing and distributing milk and cream are classified in SIC 2026.

Retail bakeries (SIC 546)—Establishments primarily engaged in the retail sale of bakery products. The products may be purchased from others or made on the premises. Establishments manufacturing bakery products for the trade are classified in SIC 2051 and those purchasing bakery products and selling them house to house are classified in SIC 5963.

Miscellaneous food stores (SIC 549)—Establishments primarily engaged in the retail sale of specialized foods, not elsewhere classified, such as eggs, poultry, health foods, vitamin foods, spices, herbs, coffee, and tea. The poultry stores may sell live poultry, slaughter and clean poultry for their own account and sell dressed fowls, or sell fowls cleaned and dressed by others.

Automotive Dealers and Gasoline Service Stations (SIC Major Group 55)

This major group includes retail dealers selling new and used automobiles, boats, recreational vehicles and utility trailers, and motorcycles and mopeds; dealers selling new automobile parts and accessories; and gasoline service stations selling gasoline and lubricating oils. Automobile repair shops maintained by establishments engaged in the sale of new automobiles also are included.

Utility trailer dealers, previously classified in SIC 556 in prior censuses, are classified in SIC 559 in the 1987 census.

New car dealers (SIC 551)—Establishments primarily engaged in the sale of new automobiles or new and used automobiles. These establishments have a franchise for the sale of new domestic and/or new imported automobiles. They frequently maintain repair departments and carry stocks of replacement parts, tires, batteries, and automotive accessories. These establishments also frequently sell pickups and vans at retail.

Used car dealers (SIC 552)—Establishments primarily selling used cars and not holding a franchise for the sale of new passenger cars. These establishments also frequently sell used pickups and vans at retail.

Tire, battery, and accessory dealers (SIC 553 pt.)—Establishments primarily selling new automobile tires, batteries, automobile seat covers, and other automotive parts and accessories.

Other auto and home supply stores (SIC 553 pt.)—Establishments engaged in selling a combination of lines of merchandise including tires, batteries and accessories, household appliances, radios and television sets, sporting and recreational goods, toys, housewares, and hardware, no one of which accounts for over 49 percent of total sales.

Gasoline service stations (SIC 554)—Establishments primarily selling gasoline and automotive lubricants. These establishments frequently sell other merchandise such as tires, batteries, accessories, and other automobile parts or perform minor repair work. Establishments called garages but deriving more than half of their receipts from the sale of gasoline and automotive lubricants are included. Gasoline stations combined with other activities, such as grocery stores, convenience stores, or car washes are classified based on primary activities as determined by sales.

Boat dealers (SIC 555)—Establishments primarily engaged in the retail sale of new and used motorboats and other watercraft, including parts, accessories, marine supplies, and outboard motors.

Recreational vehicle dealers [n.e.c.] (SIC 556)—Establishments primarily engaged in the retail sale of new and used motor homes, recreational trailers, and campers (pickup coaches), including parts and accessories. Establishments primarily engaged in the retail sale of mobile homes are classified in SIC 527, and those primarily selling utility trailers are classified in SIC 559.

Motorcycle dealers (SIC 557)—Establishments primarily engaged in the retail sale of new and used motorcycles, including motor scooters, mopeds, all-terrain vehicles, and parts and accessories.

Automotive dealers, n.e.c. (SIC 559)—Establishments primarily engaged in the retail sale of new and used automotive vehicles, utility trailers, and automotive equipment and supplies, not elsewhere classified, such as snowmobiles, dunebuggies, and gocarts. Also included are establishments primarily engaged in the retail sale of aircraft.

Apparel and Accessory Stores (SIC Major Group 56)

This major group includes retail stores primarily engaged in selling clothing of all kinds and related articles for personal wear and adornment. Not included are establishments which meet the criteria for Department stores (SIC 531) or Miscellaneous general merchandise stores (SIC 539) even though most of their receipts are from the sale of apparel and apparel accessories.

1972 SIC 568, "Furriers and fur shops", has been eliminated. Establishments previously classified in SIC 568 in prior censuses are classified in SIC 563 in the 1987 census.

Men's and boys' clothing stores (SIC 561)—Establishments primarily selling men's and boys' ready-to-wear clothing and accessories. Establishments are included in this category if (1) sales of all types of apparel (except as noted in the definition for general merchandise stores) account for 50 percent or more of total sales and (2) receipts from sales of all men's and boys' apparel are three or more times the receipts from sales of all women's and girls' apparel.

Women's clothing stores (SIC 562)—Establishments primarily selling women's and girls' ready-to-wear apparel. Establishments are included in this category if (1) sales of all types of apparel (except as noted in the definition for general merchandise stores) account for 50 percent or more of total sales, (2) sales of all women's and girls' apparel are three or more times the sales of all men's and boys' apparel, and (3) sales of dresses, skirts, slacks, coats, suits, and furs are two or more times greater than the sales of millinery, hosiery, underwear, blouses, handbags, and other apparel and accessories. Custom tailors primarily engaged in making women's clothing to individual order are classified in SIC 569.

Women's accessory and specialty stores (SIC 563)—Establishments primarily engaged in selling women's accessories and specialties, such as millinery, hats, foundation garments, lingerie, hosiery, costume jewelry, gloves, handbags, and fur, including custom made. Establishments primarily engaged in fur repair and storage and which also may sell a minor amount of fur apparel are classified in SIC 7219.

Children's and infants' wear stores (SIC 564)—Establishments primarily engaged in the retail sale of children's and infants' clothing, furnishings, and accessories. They may specialize in either children's or infants' wear or sell a combination of children's and infants' wear.

Family clothing stores (SIC 565)—Establishments primarily selling clothing, furnishings, and accessories for men, women, and children, without specializing in any one line. Establishments are included in this category if (1) sales of all types of apparel (except as noted in the definition for general merchandise stores) account for 50 percent or more of their total sales, (2) sales of all women's and girls' apparel items are not more than three times the sales of all men's and boys' apparel items, and (3) sales of men's and boys' apparel items are not more than three times the sales of all women's and girls' apparel items.

Men's shoe stores (SIC 566 pt.)—Establishments primarily selling men's and boys' shoes and other footwear. Establishments selling women's and girls' and/or children's and infants' footwear are included in this classification if sales of men's and boys' footwear are more than three times the combined sales of women's, girls', children's, and infants' footwear.

Women's shoe stores (SIC 566 pt.)—Establishments primarily selling women's and girls' shoes and other footwear. Establishments selling men's and boys' and/or children's and infants' footwear are included in this classification if sales of women's and girls' footwear are more than three times the combined sales of men's, boys', children's, and infants' footwear.

Children's and juveniles' shoe stores (SIC 566 pt.)—Establishments primarily selling children's and infants' shoes and other footwear. Establishments selling men's, boys', and/or women's and girls' footwear are included in this classification if sales of children's and infants' footwear are more than three times the combined sales of men's, boys', women's, and girls' footwear.

Family shoe stores (SIC 566 pt.)—Establishments primarily selling both men's and women's shoes and other footwear; they may or may not sell children's shoes. Frequently, they also sell accessories such as hosiery, gloves, and handbags. Establishments are included in this classification if (1) sales of any one of the three major groupings (men's and boys' footwear, women's and girls' footwear, and children's and infants' footwear) are not more than three times the sales of the other two groups combined and (2) if children's and infants' footwear are not carried, sales of the larger of the two remaining groups are not more than three times the sales of the smaller group. Stores primarily selling athletic footwear and accessories are included here.

Miscellaneous apparel and accessory stores (SIC 569)—Establishments primarily engaged in the retail sale of specialized lines of apparel and accessories not elsewhere classified, such as uniforms, bathing suits, raincoats, riding apparel, sports apparel, umbrellas, wigs, and toupees. This industry also includes custom tailors primarily engaged in making and selling men's and women's clothing, except fur apparel. Establishments primarily engaged in making fur apparel to custom order are classified in SIC 563.

Furniture and Homefurnishings Stores (SIC Major Group 57)

This major group includes retail stores selling goods used for furnishing the home, such as furniture, floor coverings, draperies, glass and chinaware, domestic stoves, refrigerators, and other household electric and gas appliances. Establishments selling electric and gas appliances are included in this group only if the major part of their sales consists of articles for home use. These stores also may perform repair work on household appliances, radios, televisions, and stereo equipment; but establishments primarily engaged in repair of these products are classified in SIC 76. Dealers primarily engaged in selling antique and secondhand furniture are classified in SIC 5931. Stores furnishing interior decorating service are classified according to the merchandise handled. Interior designers primarily engaged in advising clients on the selection of interior decorations are classified in SIC 7399.

1972 SIC 5732, "Radio and television stores," has been divided into two new industries for 1987: SIC 5731, "Radio, television, and electronics stores" and SIC 5734, "Computer and software stores." Also, 1972 SIC 5733, "Music stores," has been divided into two new industries for 1987: SIC 5735, "Record and prerecorded tape stores" and SIC 5736, "Musical instrument stores."

Furniture stores (SIC 5712)—Establishments primarily selling household furniture, beds, mattresses, springs, and other sleep equipment. Also included in this classification are establishments selling household appliances, phonographs, radios, television sets, and floor coverings, provided the receipts from sales of furniture and sleep equipment exceed those from sales of other merchandise.

Floor covering stores (SIC 5713)—Establishments primarily engaged in the retail sale of floor coverings. Establishments included in this industry may incidentally perform installation, but contractors primarily engaged in installing floor coverings for others are classified in SIC 1752.

Drapery and upholstery stores (SIC 5714)—Establishments primarily selling draperies, curtains, slipcovers, and upholstery materials. Establishments primarily selling custom-made draperies and slipcovers for household use also are included. Establishments primarily engaged in reupholstering or repairing furniture are classified in SIC 7641.

Miscellaneous homefurnishings stores (SIC 5719)—Establishments primarily engaged in the retail sale of miscellaneous homefurnishings, such as china, glassware, and metalware for kitchen and table use; bedding and linen; brooms and brushes; lamps and shades; mirrors and pictures; and venetian blinds and window shades. Establishments primarily engaged in the retail sale of miscellaneous homefurnishings by house-to-house canvas or by party-plan merchandising are classified in SIC 5963.

Household appliance stores (SIC 572)—Establishments primarily engaged in the retail sale of electric and gas refrigerators, stoves, and other household appliances, such as electric irons, percolators, hot plates, and vacuum cleaners. Many such stores also sell radios and television sets.

Radio, television, and electronics stores (SIC 5731)—Establishments primarily engaged in the retail sale of radios, television sets, record players, high fidelity (hi-fi) sound reproducing equipment, and other consumer electronics equipment. Such establishments also may sell additional lines such as household appliances, computers, computer peripheral equipment, software, musical instruments, or records. Establishments in this industry may perform incidental installation and repair work on radios, televisions, and other consumer electronics equipment. Establishments primarily engaged in the installation and repair of these products are classified in SIC 7622.

Computer and software stores (SIC 5734)—Establishments primarily engaged in the retail sale of computers, computer peripheral equipment, and software.

Record and prerecorded tape stores (SIC 5735)—Establishments primarily selling phonograph records and prerecorded audio and video tapes and discs. Establishments primarily engaged in the retail sale of computer software are classified in SIC 5731 and those primarily engaged in the rental of video tapes in SIC 7841.

Musical instrument stores (SIC 5736)—Establishments primarily selling musical instruments; such as organs, pianos, horns, stringed instruments, and percussion instruments; sheet music; and similar supplies.

Eating and Drinking Places (SIC Major Group 58)

This major group includes retail establishments selling prepared food and drinks for consumption on the premises; it also includes lunch counters and refreshment stands selling prepared foods and drinks for immediate consumption.

Restaurants and lunchrooms (SIC 5812 pt.)—Establishments engaged in serving prepared food and beverages. Waiter/waitress service is provided and the establishments have seating facilities for at least 15 patrons. Included here are only those establishments in which waiters/waitresses take orders from patrons while the patrons are seated at a counter, booth, or table. They often serve alcoholic beverages. Establishments in which sales of alcoholic beverages for consumption on the premises exceed sales of prepared food and nonalcoholic beverages are classified as Drinking places (SIC 5813).

Social caterers (SIC 5812 pt.)—Establishments primarily engaged in serving prepared food and beverages for weddings, banquets, etc. at a hall or similar dedicated facility rather than at a fixed business location. Such establishments also may arrange for some entertainment, but entertainment should be a minor part of the business. (Separate data are shown only at the national level.)

Cafeterias (SIC 5812 pt.)—Establishments engaged in serving a wide variety of prepared food and beverages primarily through the use of a cafeteria line where customers make selections from displayed items. Some limited waiter or waitress service may be provided. Table and/or booth seating facilities are usually provided.

Refreshment places (SIC 5812 pt.)—Establishments primarily selling limited lines of refreshments and prepared food. Included in this group are establishments which prepare items such as chicken and hamburgers for consumption either on or near the premises or for "take-home" consumption. Such establishments do not have waiter/waitress service where the patron's order is taken while the patron is seated at a table, booth, or counter.

Contract feeding (SIC 5812 pt.)—Establishments primarily engaged in providing food service under contract to another company; hospital; or governmental, penal, or educational institution. (This is not a lease arrangement.) The facilities and personnel of these establishments may be provided by the contracting company, institution, etc., but the management must always be supplied by the contractor. (Separate data are shown only at the national level.)

Ice cream and frozen custard stands (SIC 5812 pt.)—Establishments primarily engaged in selling ice cream, frozen custard, or other frozen ices for consumption either on or near the premises. "Take-home" packages also may be provided for ice cream sold in bulk. (Separate data are shown only at the national level.)

Drinking places (SIC 5813)—Establishments primarily engaged in the retail sale of alcoholic drinks such as beer, ale, wine, and liquor for consumption on the premises. The sale of food frequently accounts for a substantial portion of the receipts of these establishments.

Miscellaneous Retail Stores (SIC Major Group 59)

This major group includes retail establishments not elsewhere classified. These establishments fall into the following categories: Drug stores, liquor stores, used merchandise stores, miscellaneous shopping goods stores, nonstore retailers, fuel dealers, florists, cigar stores and stands, news dealers and newsstands, and miscellaneous retail stores not elsewhere classified.

Establishments primarily selling used automobile parts and accessories, previously classified in SIC 593 in prior censuses, are classified in Wholesale Trade SIC 5015 in the 1987 census. Ice dealers, previously classified in SIC 5982, are classified in SIC 5999 in the 1987 census. And, optical goods stores, previously classified in SIC 5999, are classified in new SIC 5995 in the 1987 census.

Drug stores (SIC 591 pt.)—Establishments engaged in the retail sale of prescription drugs. They may carry a number of related lines such as cosmetics, toiletries, tobacco, and novelty merchandise and may operate a soda fountain or lunch counter. These stores are classified on the basis of their usual trade designation rather than on the stricter interpretation of commodities handled.

Proprietary stores (SIC 591 pt.)—Establishments generally selling the same merchandise as drug stores, except that prescriptions are not filled and sold.

Liquor stores (SIC 592)—Establishments primarily selling packaged alcoholic beverages such as ale, beer, wine, and liquor for consumption off the premises. Liquor stores operated by States, counties, and municipalities are included.

Used merchandise stores (SIC 593)—This industry includes stores primarily engaged in the retail sale of used merchandise, antiques, and secondhand goods such as clothing and shoes; furniture; books and rare manuscripts; musical instruments; office furniture; phonographs and phonograph records; and store fixtures and equipment. The industry also includes pawnshops. Dealers primarily engaged in selling used motor vehicles, trailers, and boats are classified in major group 55; and those primarily selling used mobile homes in SIC 5271. Establishments primarily selling used automobile parts and accessories are classified in SIC 5015 and scrap and waste dealers are classified in SIC 5093. Establishments primarily engaged in automobile repair are classified in SIC 753.

General line sporting goods stores (SIC 5941 pt.)—Establishments primarily selling a general line of sporting goods and equipment for hunting, camping, fishing, skiing, riding, tennis, golf, and other sports; and gymnasium and playground equipment.

Specialty line sporting goods stores (SIC 5941 pt.)—Establishments specializing in a maximum of four lines of sporting goods and equipment such as guns, bicycles, trophies, skiing, golfing, bowling, and billiards equipment. Establishments primarily engaged in the retail sale of athletic footwear are classified in SIC 5661.

Book stores (SIC 5942)—Establishments primarily selling new books and periodicals. Stationery and related items may also be sold. Book clubs (not engaged in publishing) primarily selling new books through the mail are included in mail-order houses (SIC 5961). Establishments primarily engaged in the sale of used books are classified in SIC 593.

Stationery stores (SIC 5943)—Establishments primarily engaged in the retail sale of stationery, such as paper and paper products (including printing and engraving), post cards, novelties, and school supplies. These establishments also may sell additional lines of office type supplies, such as accounting and legal forms; blankbooks and forms; and office forms and supplies. Establishments primarily engaged in selling office supply forms and supplies are classified in SIC 5112. Stores specializing in the sale of artists' supplies are classified in SIC 5999.

Jewelry stores (SIC 5944)—Establishments primarily engaged in the retail sale of any combination of the lines of jewelry, such as diamonds and other precious stones; rings, bracelets, and brooches; sterling and plated silverware; and watches and clocks. Stores primarily engaged in watch and jewelry repair are classified in SIC 7631.

Hobby, toy, and game shops (SIC 5945)—Establishments primarily engaged in the retail sale of toys, games, and hobby and craft kits and supplies. Establishments primarily engaged in selling artists' supplies or collectors' items, such as coins, stamps, and autographs, are classified in SIC 5999.

Camera and photographic supply stores (SIC 5946)—Establishments primarily engaged in the retail sale of cameras, film, and other photographic supplies and equipment. Establishments primarily engaged in finishing films are classified in SIC 7395.

Gift, novelty, and souvenir shops (SIC 5947)—Establishments primarily engaged in the retail sale of combined lines of gifts and novelty merchandise, souvenirs, greeting cards, holiday decorations, and miscellaneous small art goods.

Luggage and leather goods stores (SIC 5948)—Establishments primarily engaged in the retail sale of luggage, trunks, and leather goods, except apparel.

Sewing, needlework, and piece goods stores (SIC 5949)—Establishments primarily engaged in the retail sale of sewing supplies, fabrics, patterns, yarn, and other needlework accessories.

Catalog and mail-order houses (SIC 5961)—Establishments primarily selling merchandise as a result of orders received by catalog, mail, or television order. Customers are made aware of goods available for sale through catalogs, mailing pieces, advertisements in newspapers and magazines, and advertising on radio and television. Departmentalized retail stores normally with 50 employees or more and operated by mail-order houses and selling a general line of merchandise are classified in SIC 531. Retail stores normally with less than 50 employees and operated by mail-order houses and selling a general line of merchandise are classified in SIC 539. In some tabulations at the national level, catalog and mail-order houses are divided into subclassifications on the basis of the merchandise they sell. The subclassifications are department store merchandise, other general merchandise, and other mail-order houses. Establishments primar-ily engaged in mail-order sales of computer hardware and/or software and television order (home shopping) sales are included within the "Other mail-order houses" classification.

Merchandising machine operators (SIC 5962)—Establishments primarily engaged in the retail sale of products by automatic merchandising units (vending machines) which are generally located on the premises of other businesses. This industry does not include coin-operated service machines such as washers and dryers (SIC 7215), music machines and amusement game machines (SIC 7993), lockers and scales (SIC 7299), or insurance policies sold through vending machines (SIC 63). The "establishment" is the location from which the vending route (or routes) is serviced, not the number of vending machines or the number of business locations in which vending machines are located.

Since many automatic merchandising machine operations are conducted in conjunction with the operation of manufacturing plants and of other establishments not classified in retail trade, data for "retail" automatic merchandising machine operators should not be interpreted as a measure of total sales through automatic merchandising machines. Nor do the data for "retail" automatic merchandising machine operators include sales made through automatic merchandising machines owned by establishments classified in other kinds of retail trade.

Direct selling establishments (SIC 5963)—Establishments primarily selling merchandise by house-to-house canvass, by party plan, by telephone, or from trucks or wagons or other temporary locations. The "establishment"

is the location from which the canvassers operate. Canvassers who do not have any paid help are excluded from the tabulations in this report. In some tabulations at the national level, direct selling organizations are divided into subclassifications on the basis of the merchandise they sell. The subclassifications are furniture, homefurnishings and equipment; mobile food service; books and stationery; and other direct selling.

Fuel oil dealers (SIC 5983)—Establishments primarily engaged in the retail sale of fuel oil. Establishments primarily selling fuel oil burners are classified in SIC 5074; dealers primarily engaged in installing and servicing fuel oil burners, in SIC 1711; and fuel oil burner repair service only, in SIC 7699.

Liquefied petroleum gas (bottled gas) dealers (SIC 5984)—Establishments primarily engaged in the retail sale of bottled or bulk liquefied petroleum (LP) gas.

Fuel dealers, n.e.c. (SIC 5989)—Establishments primarily engaged in the retail sale of coal, coke, charcoal, wood, or any combination of these lines. Establishments primarily selling fuel oil are classified in SIC 5983 and those primarily selling bottled gas in SIC 5984.

Florists (SIC 5992)—Establishments primarily engaged in the retail sale of cut flowers and growing plants. Stores primarily engaged in the retail sale of seeds, bulbs, and nursery stock are classified in SIC 5261, and greenhouses and nurseries primarily engaged in growing seeds, bulbs, flowers, and nursery stock are classified in SIC 0181.

Tobacco stores and stands (SIC 5993)—Establishments primarily engaged in the retail sale of cigarettes, cigars, tobacco, and smokers' supplies. Many of the establishments included in this classification are operated as concessions in places of amusement, railway stations, airports, and other public places.

News dealers and newsstands (SIC 5994)—Establishments primarily engaged in the retail sale of newspapers, magazines, and other periodicals. Home delivery of newspapers by other than printers or publishers is classified in SIC 5963. Establishments engaged in delivering newspapers for subsequent home delivery are classified in SIC 4212.

Optical goods stores (SIC 5995)—Establishments primarily engaged in the retail sale of prescription eyeglasses and contact lenses for individuals. Offices of oculists, ophthalmologists and optometrists are classified in major group 80 even though a majority of their revenue is from the sale of eyeglass frames or prescription eyeglasses and contact lenses.

Miscellaneous retail stores, n.e.c. (SIC 5999)—Establishments primarily engaged in the retail sale of specialized lines of merchandise not elsewhere classified. This industry also includes establishments primarily engaged in selling a general line of their own or consigned merchandise at retail or at auction. Establishments primar-ily engaged in auctioning tangible personal property of others on a fee basis are classified in SIC 7399. In some tabulations, Miscellaneous retail stores are divided into subclassifications on the basis of the merchandise they sell. The subclassifications are pet shops, typewriter stores, and other retail stores.

APPENDIX B.
General Questions

U.S. DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

1987 CENSUS OF RETAIL TRADE

OMB APPROVAL NO. 0607-0528 EXPIRES 06/89

NOTICE — Response to this inquiry **is required by law (title 13, U.S. Code).** By the same law, your report to the Census Bureau is **confidential.** It may be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are **immune from legal process.**

Please complete this form and RETURN TO
BUREAU OF THE CENSUS
1201 East Tenth Street
Jeffersonville, IN 47134

DUE DATE: FEBRUARY 15, 1988
If filing by the due date causes an undue burden, a time extension request should be sent to the above address; please include your 11-digit Census File Number (CFN).

NOTE — Please read the accompanying instructions before answering the questions.

In correspondence pertaining to this report, please refer to this Census File Number (CFN)

Employer Identification (EI) Number

CB-5502

Please correct errors in name, address, and ZIP Code. ENTER street and number if not shown.

Item 1 — EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification (EI) Number shown in the label the SAME as that used for this establishment on its latest 1987 Employer's Quarterly Federal Tax Return, Treasury Form 941?

034 1 ☐ YES

2 ☐ NO — *Enter current EI No.* → *(9 digits)*

Item 2 — PHYSICAL LOCATION OF ESTABLISHMENT

Answer items a, b, c, and d

NOTE: P.O. boxes or rural routes are not physical locations.

a. ☐ Same as shown in mailing label. If different, indicate change.

NUMBER AND STREET

CITY, TOWN, VILLAGE, ETC. | STATE | ZIP CODE

b. Is this establishment physically located inside the legal boundaries of the city, town, village, etc.?

095 1 ☐ YES 3 ☐ No legal boundaries

2 ☐ NO 4 ☐ Don't know

c. Type of municipality where physically located

096 1 ☐ City, village, or borough 3 ☐ Other or don't know

2 ☐ Town or township

d. Name of county where physically located

Item 3 — OPERATIONAL STATUS

a. How many months during 1987 did this firm or organization actively operate this establishment? — Number of months: 002

b. Mark (X) the **ONE** box which best describes this establishment at the end of 1987.

001 1 ☐ In operation

2 ☐ Temporarily or seasonally inactive

3 ☐ Ceased operation — *Give date* → Month | Day | Year

4 ☐ Sold or leased to another operator — *Give date at right* → AND *enter name, etc., below*

NAME OF NEW OWNER OR OPERATOR

NUMBER AND STREET

CITY | STATE | ZIP CODE

PENALTY FOR FAILURE TO REPORT

Item 4 — ORGANIZATIONAL STATUS — *Mark (X) the **ONE** box which best describes this establishment during 1987.*

003 1 ☐ Individual proprietorship

2 ☐ Partnership

3 ☐ Cooperative association (taxable)

4 ☐ Cooperative association (tax-exempt)

5 ☐ Governmental — *Specify* _____

6 ☐ Corporation (Do not mark if any form of cooperative association.)

8 ☐ Other — *Specify* _____

HOW TO REPORT DOLLAR FIGURES

Value figures may be reported in dollars or rounded to thousands.

Example: If a figure is **$1,125,628,** report either → * ***PREFERRED*** / ***Acceptable***

	Millions (000)	Thousands (000)	Dollars (000)
*	1	126	
	1	125	628

Item 5 — DOLLAR VOLUME OF BUSINESS IN 1987

	Mil.	Thou.	Dol.
Sales of merchandise and other operating receipts EXCLUDING sales (or other) taxes collected 010			

Item 6 — PAYROLL AND EMPLOYMENT

	Mil.	Thou.	Dol.
a. **Payroll in 1987, before deductions** 030			
(1) Total **ANNUAL** payroll 031			
(2) **FIRST QUARTER** payroll (Jan. – Mar.)			

	Number
b. **Employment in 1987** — Number of paid employees for the pay period including March 12, 1987 (include both full- and part-time employees) 032	

Item 9 — KIND OF BUSINESS

*Mark (X) the **ONE** box which best describes the **PRINCIPAL** kind of business of this establishment in 1987.*

(Categories appropriate to individual form)

CONTINUE ON PAGE 2 →

Item 11 — MERCHANDISE LINES

Report sales either in dollar figures (see example on page 1) or as a percent (in whole percents) of total sales (see example below).

HOW TO REPORT PERCENTS

If figure is **38.76%** of total sales:

	Mil.	Thou.	Dol.	Percent
• *Report whole percents* →				39
Not acceptable →				38.76

Merchandise lines	Census use	Estimated sales during 1987 Mil.	Thou.	Dol.	Percent

(Categories appropriate to individual form)

NOTE ***Answer item 13 only if your Census File Number (CFN), shown in the address label of this report form, begins with a zero.***

Item 13 — OWNERSHIP, CONTROL, AND LOCATIONS OF OPERATION

a. Is this company owned or controlled by another company?

097 1 ☐ YES → 2 ☐ NO

ENTER OWNING OR CONTROLLING COMPANY NAME, ADDRESS, AND ZIP CODE

EI No. *(9 digits)*

b. Does this company own or control any other company or companies?

098 1 ☐ YES → 2 ☐ NO

ENTER OWNED OR CONTROLLED COMPANY NAME, ADDRESS, AND ZIP CODE

EI No. *(9 digits)*

c. How many establishments were operated under the EI Number shown in the address label (or as corrected in item 1) **at the end** of 1987? → 079 Number

If more than one, provide the **physical location** address and other information indicated below for each establishment. The headquarters location should be listed on line 1, followed by other locations. If book figures are not available, estimates are acceptable. Continue with same format in REMARKS (or attach a separate sheet) if necessary.

	NAME, ADDRESS, AND ZIP CODE	1987	Mil.	Thou.	Dol.
1		Sales 081			
	KIND-OF-BUSINESS DESCRIPTION	Annual payroll 082			
		Census use 088			
2	NAME, ADDRESS, AND ZIP CODE	1987	Mil.	Thou.	Dol.
		Sales 081			
	KIND-OF-BUSINESS DESCRIPTION	Annual payroll 082			
		Census use 088			

APPENDIX C.
Kind-of-Business Titles and Reporting-Form Numbers

Listed below are retail kind-of-business titles and their corresponding reporting-form numbers. Requests for copies of any of these forms, including the inquiries used to classify establishments by kind of business, should be directed to the Business Division, Bureau of the Census, Washington, DC 20233.]

1987 SIC code	Title	Reporting form CB-
52	**BUILDING MATERIALS AND GARDEN SUPPLIES STORES**	
5211	Lumber and other building materials dealers	5201
5231	Paint, glass, and wallpaper stores	5202
5251	Hardware stores	5203
5261	Retail nurseries, lawn and garden supply stores	5204
5271	Mobile home dealers	5205
53	**GENERAL MERCHANDISE STORES**	
5311 pt.	Conventional department stores	5301
5311 pt.	Discount or mass merchandising department stores	5301
5311 pt.	National chain department stores	5301
5331	Variety stores	5302
5399	Miscellaneous general merchandise stores	5301
54	**FOOD STORES**	
5411	Grocery stores	5400
5423	Meat and fish (seafood) markets	5400
5431	Fruit and vegetable markets	5400
5441	Candy, nut, and confectionery stores	5400
5451	Dairy products stores	5400
5461	Retail bakeries	5400
5499	Miscellaneous food stores	5400
55	**AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS**	
5511	New and used car dealers	5501
5521	Used car dealers	5501
5531 pt.	Tire, battery, and accessory dealers	5502
5531 pt.	Other auto and home supply stores	5502
5541	Gasoline service stations	5504
5551	Boat dealers	5503
5561	Recreational vehicle dealers	5503
5571	Motorcycle dealers	5503
5599	Automotive dealers, n.e.c.	5503
56	**APPAREL AND ACCESSORY STORES**	
5611	Men's and boys' clothing stores	5601
5621	Women's clothing stores	5601
5631	Women's accessory and specialty stores	5601
5641	Children's and infants' wear stores	5601
5651	Family clothing stores	5601
5661 pt.	Men's shoe stores	5602
5661 pt.	Women's shoe stores	5602
5661 pt.	Children's and juveniles' shoe stores	5602
5661 pt.	Family shoe stores	5602
5699	Miscellaneous apparel and accessory stores	5601
57	**FURNITURE AND HOMEFURNISHINGS STORES**	
5712	Furniture stores	5701
5713	Floor covering stores	5704
5714	Drapery and upholstery stores	5705
5719	Miscellaneous homefurnishings stores	5705
5722	Household appliance stores	5702
5731	Radio, television, and electronics stores	5702
5734	Computer and software stores	5702
5735	Record and prerecorded tape stores	5703
5736	Musical instrument stores	5703
58	**EATING AND DRINKING PLACES**	
5812 pt.	Restaurants and lunchrooms	5801
5812 pt.	Social caterers	5801
5812 pt.	Cafeterias	5801
5812 pt.	Refreshment places	5801
5812 pt.	Contract feeding	5802
5812 pt.	Ice cream, frozen custard stands	5801
5813	Drinking places	5801
59	**MISCELLANEOUS RETAIL STORES**	
5912 pt.	Drug stores	5901
5912 pt.	Proprietary stores	5901
5921	Liquor stores	5902
5931	Used merchandise stores	5903
5941 pt.	General line sporting goods stores	5904
5941 pt.	Specialty line sporting goods stores	5904
5942	Book stores	5905
5943	Stationery stores	5905
5944	Jewelry stores	5906
5945	Hobby, toy, and game shops	5907
5946	Camera and photographic supply stores	5908
5947	Gift, novelty, and souvenir shops	5905
5948	Luggage and leather goods stores	5905
5949	Sewing, needlework, and piece goods stores	5909
5961 pt.	Department store merchandise – mail-order	5910
5961 pt.	General merchandise, n.e.c. – mail-order	5910
5961 pt.	Other mail-order houses	5910
5962	Merchandising machine operators	5802
5963 pt.	Furniture, homefurnishings, equipment – direct selling	5910
5963 pt.	Mobile food service – direct selling	5910
5963 pt.	Books and stationery – direct selling	5910
5963 pt.	Other direct selling	5910
5983	Fuel oil dealers	5911
5984	Liquefied petroleum gas (bottled gas) dealers	5911
5989	Fuel dealers, n.e.c.	5911
5992	Florists	5912
5993	Tobacco stores and stands	5902
5994	News dealers and newsstands	5902
5995	Optical goods stores	5913
5999 pt.	Pet shops	5914
5999 pt.	Typewriter stores	5905
5999 pt.	Other retail stores, n.e.c.	5916

APPENDIX D.
Metropolitan Statistical Areas

[Titles and definitions shown for MSA's, PMSA's, and CMSA's are those established by the Office of Management and Budget, as of June 30, 1987]

DISTRICT OF COLUMBIA

Washington, DC-MD-VA MSA

District of Columbia, DC
Calvert County, MD
Charles County, MD
Frederick County, MD
Montgomery County, MD
Prince George's County, MD
Arlington County, VA
Fairfax County, VA
Loudoun County, VA
Prince William County, VA
Stafford County, VA
Alexandria city, VA
Fairfax city, VA
Falls Church city, VA
Manassas city, VA
Manassas Park city, VA

APPENDIX E.
Percent of Sales Data Based on Administrative Records and Estimation for the District: 1987

[Includes only establishments with payroll. For meaning of abbreviations and symbols and for more information on reliability of data, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, see appendix A]

1987 SIC code	Kind of business	Percent of sales‡ – From administrative records[1]	Percent of sales‡ – Estimated[2]
	Retail trade	**0**	**1**
52	**Building materials and garden supplies stores**	**1**	**0**
521, 3	Building materials and supply stores	0	0
521	Lumber and other building materials dealers	0	0
523	Paint, glass, and wallpaper stores	1	1
525	Hardware stores	(D)	(D)
526	Retail nurseries, lawn and garden supply stores	(D)	(D)
527	Mobile home dealers	0	0
53	**General merchandise stores**	**0**	**0**
531	Department stores (incl. leased depts.)[3 4]	0	0
531	Department stores (excl. leased depts.)[3]	0	0
531 pt.	Conventional[3]	(D)	(D)
531 pt.	Discount or mass merchandising[3]	(D)	(D)
531 pt.	National chain[3]	(D)	(D)
533	Variety stores	3	3
539	Miscellaneous general merchandise stores	1	1
54	**Food stores**	**0**	**1**
541	Grocery stores	0	0
542	Meat and fish (seafood) markets	2	0
546	Retail bakeries	1	1
546 pt.	Retail bakeries – baking and selling	0	1
546 pt.	Retail bakeries – selling only	3	0
543, 4, 5, 9	Other food stores	0	3
543	Fruit and vegetable markets	0	1
544	Candy, nut, and confectionery stores	0	3
545	Dairy products stores	3	7
549	Miscellaneous food stores	1	6
55 ex. 554	**Automotive dealers**	**0**	**1**
551	New and used car dealers	0	0
552	Used car dealers	0	0
553	Auto and home supply stores	0	2
553 pt.	Tire, battery, and accessory dealers	(D)	(D)
553 pt.	Other auto and home supply stores	(D)	(D)
555, 6, 7, 9	Miscellaneous automotive dealers	0	3
555	Boat dealers	(D)	(D)
556	Recreational vehicle dealers	0	0
557	Motorcycle dealers	(D)	(D)
559	Automotive dealers, n.e.c.	0	0
554	**Gasoline service stations**	**2**	**2**
56	**Apparel and accessory stores**	**0**	**1**
561	Men's and boys' clothing stores	1	1
562, 3	Women's clothing and specialty stores	1	1
562	Women's clothing stores	1	2
563	Women's accessory and specialty stores	0	0
565	Family clothing stores	0	0
566	Shoe stores	0	2
566 pt.	Men's shoe stores	(D)	(D)
566 pt.	Women's shoe stores	0	1
566 pt.	Children's and juveniles' shoe stores	(D)	(D)
566 pt.	Family shoe stores	0	2
564, 9	Other apparel and accessory stores	1	2
564	Children's and infants' wear stores	3	2
569	Miscellaneous apparel and accessory stores	1	2
57	**Furniture and homefurnishings stores**	**1**	**1**
5712	Furniture stores	1	1
5713, 4, 9	Homefurnishings stores	1	0
5713	Floor covering stores	4	1
5714	Drapery and upholstery stores	0	4
5719	Miscellaneous homefurnishings stores	0	0
572	Household appliance stores	0	0
573	Radio, television, computer, and music stores	0	0
5731	Radio, television, and electronics stores	0	1
5734	Computer and software stores	1	0
5735	Record and prerecorded tape stores	0	0
5736	Musical instrument stores	1	3
58	**Eating and drinking places**	**1**	**1**
5812	Eating places	1	1
5812 pt.	Restaurants and lunchrooms	1	1
5812 pt.	Cafeterias	0	2
5812 pt.	Refreshment places	0	2
5812 pt.	Other eating places	0	1
5813	Drinking places	2	1
591	**Drug and proprietary stores**	**0**	**0**
591 pt.	Drug stores	0	0
591 pt.	Proprietary stores	1	1
59 ex. 591	**Miscellaneous retail stores**	**1**	**1**
592	Liquor stores	1	1
593	Used merchandise stores	0	1
594	Miscellaneous shopping goods stores	0	1
5941	Sporting goods stores and bicycle shops	0	1
5941 pt.	General line sporting goods stores	0	1
5941 pt.	Specialty fine sporting goods stores	2	1
5942	Book stores	0	1
5943	Stationery stores	3	5
5944	Jewelry stores	0	1
5945	Hobby, toy, and game shops	0	4
5946	Camera and photographic supply stores	0	0
5947	Gift, novelty, and souvenir shops	1	2
5948	Luggage and leather goods stores	1	2
5949	Sewing, needlework, and piece goods stores	0	2
596	Nonstore retailers	0	0
5961	Catalog and mail-order houses	0	2
5962	Merchandising machine operators	0	0
5963	Direct selling establishments	0	0
598	Fuel dealers	0	0
5983	Fuel oil dealers	(D)	(D)
5984	Liquefied petroleum gas (bottled gas) dealers	0	0
5989	Fuel dealers, n.e.c.	(D)	(D)
5992	Florists	1	1
5993	Tobacco stores and stands	0	0
5994	News dealers and newsstands	1	5
5995	Optical goods stores	0	2
5999	Miscellaneous retail stores, n.e.c.	1	1
5999 pt.	Pet shops	(D)	(D)
5999 pt.	Typewriter stores	(D)	(D)
5999 pt.	Other miscellaneous retail stores, n.e.c.	(D)	(D)

‡ Coverage symbols: 0 – Less than 10 percent. 1 – 10 to 19 percent. 2 – 20 to 29 percent. 3 – 30 to 39 percent. 4 – 40 to 49 percent. 5 – 50 to 59 percent. 6 – 60 to 69 percent. 7 – 70 to 79 percent. 8 – 80 to 89 percent. 9 – 90 percent or more.

[1] Includes sales information obtained from administrative records of other Federal agencies.
[2] Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.
[3] Includes sales from catalog order desks.
[4] Includes data for leased departments operated within department stores. Data for this line not included in higher level totals.

APPENDIX F.
Geographic Notes

DISTRICT OF COLUMBIA

There are no geographic notes for the District of Columbia.

APPENDIX G.
Establishments in Business Any Time During Year and Establishments in Business at End of Year Based on 1972 Standard Industrial Classifications for the District: 1987 and 1982

[Includes only establishments with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Kind of business	Establishments in business — Any time during year		At end of year	
			1987	1982	1987	1982
		Retail trade—				
		Including used automobile parts and accessories stores[1]	**3 684**	**3 555**	**3 351**	**3 298**
		Excluding used automobile parts and accessories stores[2]	**3 681**	**3 550**	**3 348**	**3 294**
52	**52**	**Building materials and garden supplies stores**	**43**	**43**	**40**	**40**
521, 3	521, 3	Building materials and supply stores	24	17	22	15
521	521	Lumber and other building materials dealers	16	7	15	7
523	523	Paint, glass, and wallpaper stores	8	10	7	8
525	525	Hardware stores	17	24	16	23
526	526	Retail nurseries, lawn and garden supply stores	2	2	2	2
527	527	Mobile home dealers	-	(NA)	-	(NA)
53	**53**	**General merchandise stores**	**34**	**(NA)**	**32**	**(NA)**
531		Department stores (incl. leased depts.) [with 25 employees or more][3 4 5]	12	11	12	3
	531	Department stores (incl. leased depts.) [with 50 employees or more][3 4 6]	10	(NA)	10	(NA)
	539 pt.	Department stores (incl. leased depts.) [with 25 to 49 employees][3 4 7]	2	(NA)	2	(NA)
531		Department stores (excl. leased depts.) [with 25 employees or more][3 6]	12	11	12	8
	531	Department stores (excl. leased depts.) [with 50 employees or more][3 6]	10	(NA)	10	(NA)
	539 pt.	Department stores (excl. leased depts.) [with 25 to 49 employees][3 7]	2	(NA)	2	(NA)
533	533	Variety stores	10	21	9	18
539	539 pt.	Miscellaneous general merchandise stores[8]	12	12	11	12
54	**54**	**Food stores**	**415**	**406**	**372**	**377**
541	541	Grocery stores	296	284	266	261
5422, 3	5421	Meat and fish (seafood) markets	37	35	35	33
546	546	Retail bakeries	42	21	36	20
5462	546 pt.	Retail bakeries—baking and selling	35	18	30	17
5463	546 pt.	Retail bakeries—selling only	7	3	6	3
543, 4, 5, 9	543, 4, 5, 9	Other food stores	40	66	35	63
543	543	Fruit and vegetable markets	5	4	5	3
544	544	Candy, nut, and confectionery stores	19	24	18	24
545	545	Dairy products stores	5	21	3	21
549	549	Miscellaneous food stores	11	17	9	15
55 ex. 554	**55 ex. 554**	**Automotive dealers**	**66**	**76**	**63**	**74**
551	551	New and used car dealers	12	13	12	13
552	552	Used car dealers	14	16	14	15
553	553	Auto and home supply stores	36	42	33	41
553 pt.	553 pt.	Tire, battery, and accessory dealers	35	42	32	41
553 pt.	553 pt.	Other auto and home supply stores	1	-	1	-
555, 6, 7, 9	555, 6, 7, 9	Miscellaneous automotive dealers	4	5	4	5
555	555	Boat dealers	1	2	1	2
556	556, 559 pt.	Recreational and utility trailer dealers[9]	-	-	-	-
557	557	Motorcycle dealers	3	3	3	3
559	559 pt.	Automotive dealers, n.e.c. [excl. utility trailer dealers]	-	-	-	-
554	**554**	**Gasoline service stations**	**115**	**174**	**96**	**158**
56	**56**	**Apparel and accessory stores**	**466**	**413**	**434**	**388**
561	561	Men's and boys' clothing stores	56	79	55	75
562, 3, 8	562, 3	Women's clothing and specialty stores	191	158	179	146
562	562	Women's clothing stores	154	122	143	111
563, 8	563	Women's accessory and specialty stores[10]	37	36	36	35
565	565	Family clothing stores	51	33	47	30
566	566	Shoe stores	111	96	99	92
566 pt.	566 pt.	Men's shoe stores	18	26	12	24
566 pt.	566 pt.	Women's shoe stores	35	28	34	28
566 pt.	566 pt.	Children's and juveniles' shoe stores	3	-	3	-
566 pt.	566 pt.	Family shoe stores	55	42	50	40
564, 9	564, 9	Other apparel and accessory stores	57	47	54	45
564	564	Children's and infants' wear stores	15	10	13	9
569	569	Miscellaneous apparel and accessory stores	42	37	41	36

See footnotes at end of table.

1972 SIC code	1987 SIC code	Kind of business	Establishments in business—			
			Any time during year		At end of year	
			1987	1982	1987	1982
57	**57**	**Furniture and homefurnishings stores**	**211**	**207**	**192**	**190**
5712	5712	Furniture stores	48	54	45	50
5713, 4, 9	5713, 4, 9	Homefurnishings stores	73	65	69	61
5713	5713	Floor covering stores	15	16	14	16
5714	5714	Drapery and upholstery stores	7	11	6	10
5719	5719	Miscellaneous homefurnishings stores	51	38	49	35
572	572	Household appliance stores	13	13	12	11
573	573	Radio, television, computer, and music stores	77	75	66	68
5732		Radio and television stores[11]	46	44	38	41
	5731	Radio, television, and electronics stores	31	(NA)	29	(NA)
	5734	Computer and software stores	15	(NA)	9	(NA)
5733		Music stores	31	31	28	27
	5735	Record and prerecorded tape stores	25	27	24	23
	5736	Musical instrument stores	6	4	4	4
58	**58**	**Eating and drinking places**	**1 295**	**1 143**	**1 149**	**1 048**
5812	5812	Eating places	1 221	1 053	1 084	964
5812 pt.	5812 pt.	Restaurants and lunchrooms	552	486	495	449
5812 pt.	5812 pt.	Cafeterias	45	57	42	56
5812 pt.	5812 pt.	Refreshment places	396	368	335	327
5812 pt.	5812 pt.	Other eating places	228	142	212	132
5813	5813	Drinking places	74	90	65	84
591	**591**	**Drug and proprietary stores**	**146**	**144**	**139**	**140**
591 pt.	591 pt.	Drug stores	134	130	129	128
591 pt.	591 pt.	Proprietary stores	12	14	10	12
59 ex. 591	**59 ex. 591**	**Miscellaneous retail stores[1]**	**893**	**905**	**834**	**845**
592	592	Liquor stores	232	280	211	262
593	593, 5015 pt.	Used merchandise stores[1]	51	61	50	57
594	594	Miscellaneous shopping goods stores	321	299	297	282
5941	5941	Sporting goods stores and bicycle shops	18	21	16	21
5941 pt.	5941 pt.	General line sporting goods stores	7	9	6	9
5941 pt.	5941 pt.	Specialty line sporting goods stores	11	12	10	12
5942, 3	5942, 3	Book, stationery stores	87	83	84	78
5942	5942	Book stores	73	65	71	62
5943	5943	Stationery stores	14	18	13	16
5944	5944	Jewelry stores	77	66	72	63
5945, 6, 7, 8, 9	5945, 6, 7, 8, 9	Other miscellaneous shopping goods stores	139	129	125	120
5945	5945	Hobby, toy, and game shops	11	10	10	10
5946	5946	Camera and photographic supply stores	23	26	21	24
5947	5947	Gift, novelty, and souvenir shops	80	69	72	65
5948	5948	Luggage and leather goods stores	14	12	11	12
5949	5949	Sewing, needlework, and piece goods stores	11	12	11	9
596	596	Nonstore retailers	49	46	46	45
5961	5961	Catalog and mail-order houses	18	16	18	16
5962	5962	Merchandising machine operators	8	13	5	13
5963	5963	Direct selling establishments	23	17	23	16
598		Fuel and ice dealers	10	14	8	10
5983	5983	Fuel oil dealers	9	13	8	9
5984	5984	Liquefied petroleum gas (bottled gas) dealers	–	–	–	–
5982	5989, 5999 pt. (pt.)	Fuel and ice dealers, n.e.c.[12]	1	1	–	1
5992	5992	Florists	54	47	51	45
5993	5993	Tobacco stores and stands	8	12	8	12
5994	5994	News dealers and newsstands	17	19	17	16
5999	5995, 5999 pt. (pt.)	Miscellaneous retail stores, n.e.c. [excl. ice dealers and incl. optical goods stores]	151	127	146	114
5999 pt.	5995	Optical goods stores	44	42	42	38
5999 pt.	5999 pt.	Pet shops	6	3	6	3
5999 pt.	5999 pt.	Typewriter stores	1	1	–	–
5999 pt.	5999 pt. (pt.)	Other miscellaneous retail stores, n.e.c. [excl. ice dealers]	100	81	98	73

[1]Includes used automobile parts and accessories stores classified in SIC 593 based on 1972 SIC.
[2]Excludes used automobile parts and accessories stores classified in SIC 593 based on 1972 SIC (included in SIC 5015 pt. based on 1987 SIC).
[3]Includes sales from catalog order desks.
[4]Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.
[5]Establishments defined as department stores, based on 1972 SIC, with 25 employees or more.
[6]Establishments defined as department stores, based on 1972 SIC, with 50 employees or more.
[7]Establishments defined as department stores, based on 1972 SIC, with 25 to 49 employees.
[8]Excludes department stores with 25 to 49 employees classified in SIC 531 based on 1972 SIC.
[9]Includes utility trailer dealers classified in SIC 556 based on 1972 SIC.
[10]Includes furriers and fur shops classified in SIC 568 based on 1972 SIC.
[11]Includes computer and software stores classified in SIC 5732 based on 1972 SIC.
[12]Includes ice dealers classified in SIC 5982 based on 1972 SIC.

APPENDIX H.
Changes in Retail Trade Kind-of-Business Classifications for 1987

[Based on revisions to the Standard Industrial Classification (SIC) Manual, definitions of some kinds of business were changed for 1987. The significant changes in SIC codes from 1972 to 1987 are listed below. For industries other than those listed, the SIC definitions are the same as those used since 1972, or contain only minor revisions affecting the classification of few, if any, establishments]

1987 SIC (used for 1987 census reports)		1972 SIC (used for 1972, 1977, and 1982 census reports)	
Code	Title	Code	Title
5311	Department stores [with 50 employees or more]	5311	Department stores [with 25 employees or more]
5399 pt.	Department stores [with 25 to 49 employees]		
5399 pt.	Miscellaneous general merchandise stores	5399	Miscellanous general merchandise stores
5421	Meat and fish (seafood) markets[1]	5422, 3	Meat and fish (seafood) markets
5461	Retail bakeries	5462	Retail bakeries—baking and selling
		5463	Retail bakeries—selling only
5561	Recreational vehicle dealers	5561	Recreational and utility trailer dealers
5599 pt.	Utility trailer dealers		
5632	Women's accessory and specialty stores	5631	Women's accessory and specialty stores
		5681	Furriers and fur shops
5731	Radio, television, and electronics stores	5732	Radio and television stores
5734	Computer and software stores		
5735	Record and prerecorded tape stores	5733	Music stores
5736	Musical instrument stores		
5932	Used merchandise stores	5931	Used merchandise stores
5015 pt.	Motor vehicle parts, used[2]		
5989	Fuel dealers, n.e.c.	5982	Fuel and ice dealers, n.e.c.
5999 pt.	Ice dealers		
5995	Optical goods stores[1]	5999 pt.	Optical goods stores
5999 pt.	Other miscellaneous retail stores, n.e.c.	5982 pt.	Ice dealers
		5999 pt.	Other miscellaneous retail stores, n.e.c.

[1]No change in content.
[2]Classified in retail trade prior to the 1987 census.

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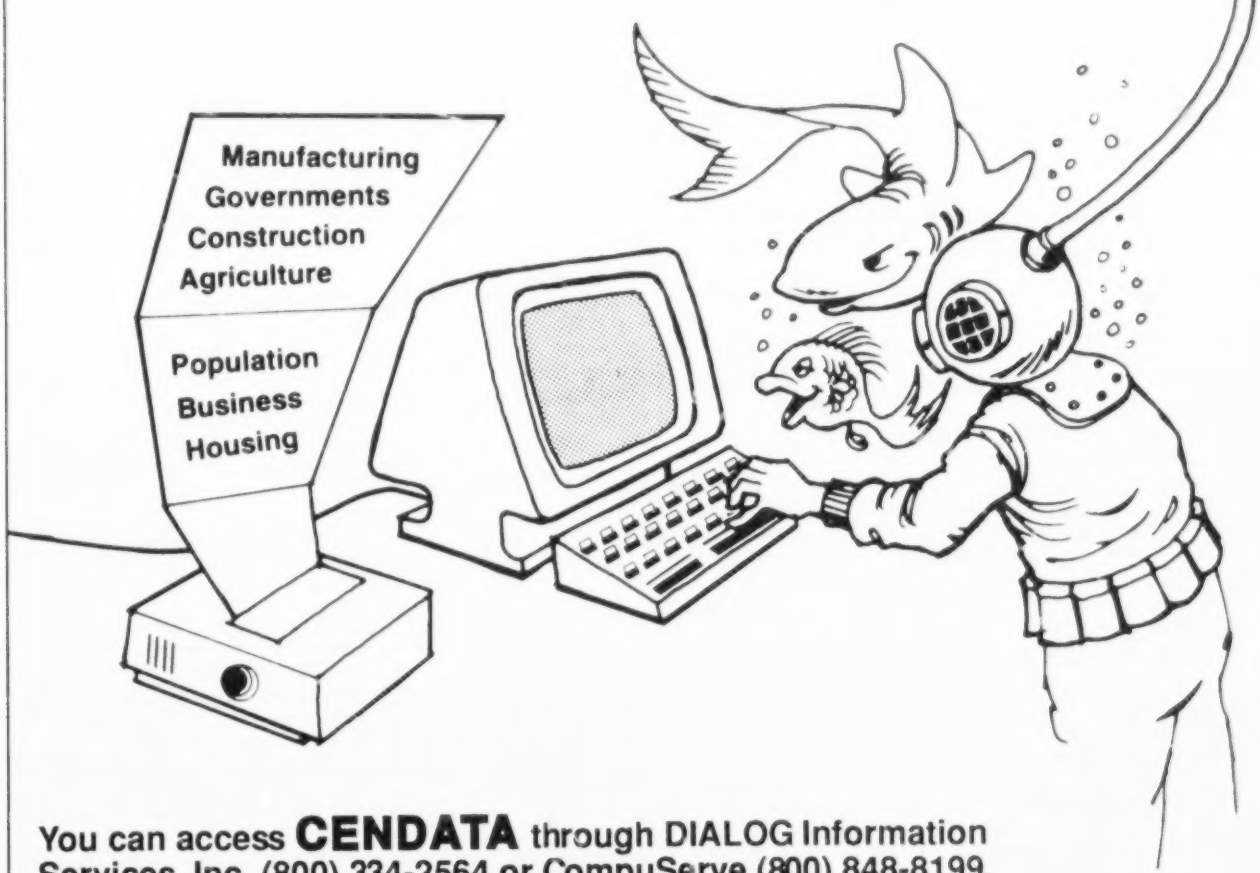

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Final Reports

Geographic area series—52 reports (RC87-A-1 to -52)

A separate paperbound report is being published for each State, the District of Columbia, and the United States. Each report presents general statistics for establishments with payroll, on number of establishments, sales, payroll, employment, and number of proprietorships and partnerships, by varied retail classifications. All statistics are presented for the State, MSA's, counties, and places with 2,500 inhabitants or more. Greater kind-of-business detail is shown for larger areas. For each State, the District of Columbia, and the United States, 1987 data are provided by kind of business on sales and employees per establishment and sales and payroll per employee. Comparative statistics showing percent changes in sales and payroll between 1982 and 1987 are shown by kind of business.

Nonemployer statistics series—4 reports (RC87-N-1 to -4)

Four separate reports are being issued, each containing data for the States located in the four different regions. Data are included by kind of business on all establishments, establishments with payroll, and establishments without payroll for the United States. Also presented are statistics for establishments without payroll on number of establishments and sales by varied retail classifications for each State and, within each State, for MSA's , counties, and places with 2,500 inhabitants or more.

Subject series—55 reports (RC87-S-1, -2, -3 (1 to 52), and -4)

The first report (RC87-S-1) presents data based on size of establishment, size of company or firm, and legal form of organization. Establishment statistics are presented by sales size and by employment size; statistics for firms, by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits). Statistics are presented for establishments with payroll by kind of business on the number of establishments, sales, payroll, and employment for the United States.

A report (RC87-S-2) on measures of value produced, capital expenditures, depreciable assets, and operating expenses presents data for retail firms with payroll for the United States by major kinds of business. Data also are provided on sales, purchases, and beginning and ending inventories. Measures of value produced include gross margin, value added, and net income produced at market prices and factor costs. Operating expenses include annual payroll, supplemental labor costs, purchased services, etc.

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A miscellaneous subjects report (RC87-S-4) contains special statistics on eating and drinking places, gasoline service stations and liquefied petroleum (LP) gas dealers, and other miscellaneous subjects. Data are presented for the United States as a whole and, where feasible, for States and MSA's.

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